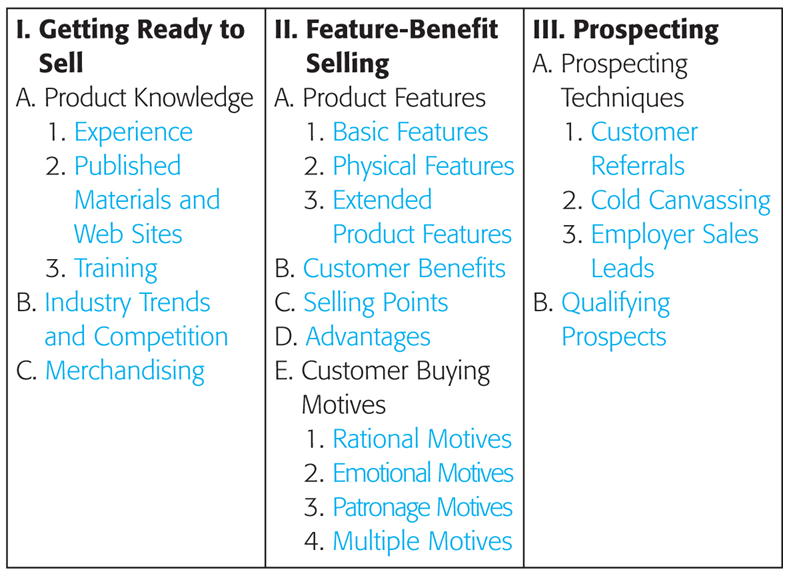
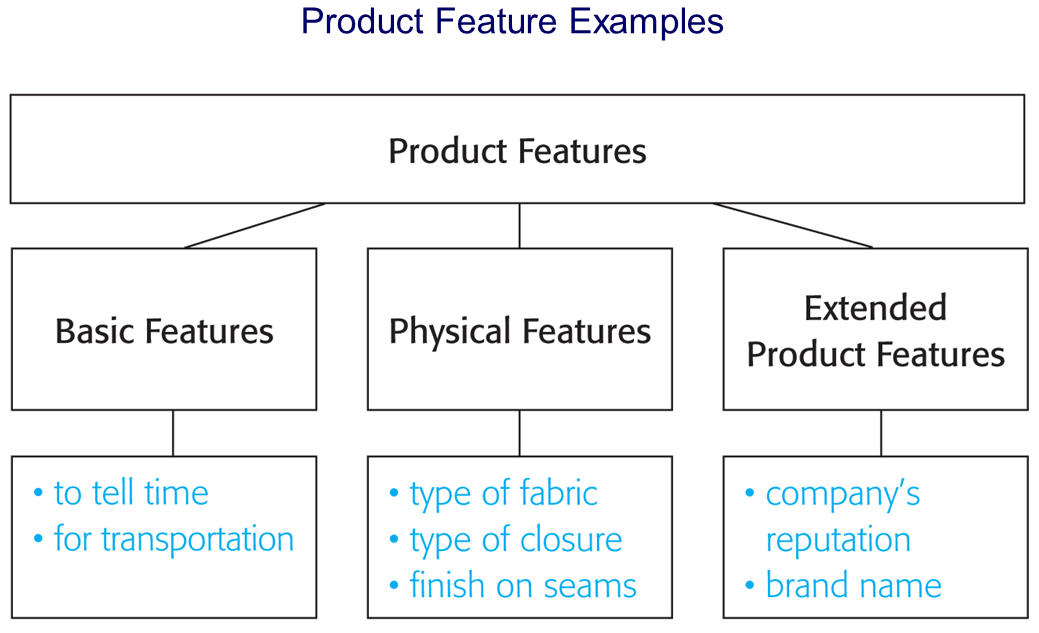
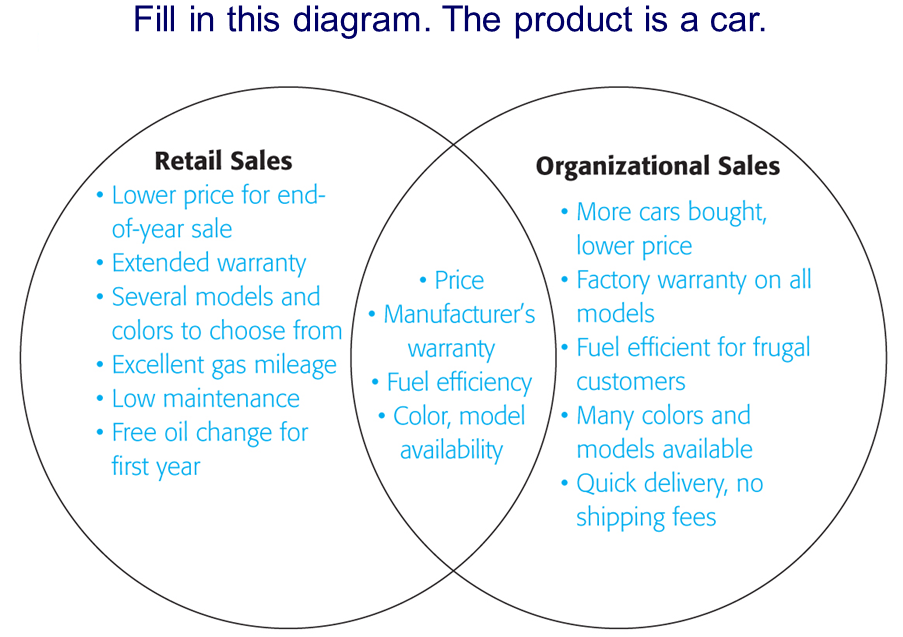
Marketing Ch. 13 Graphic Organizer Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

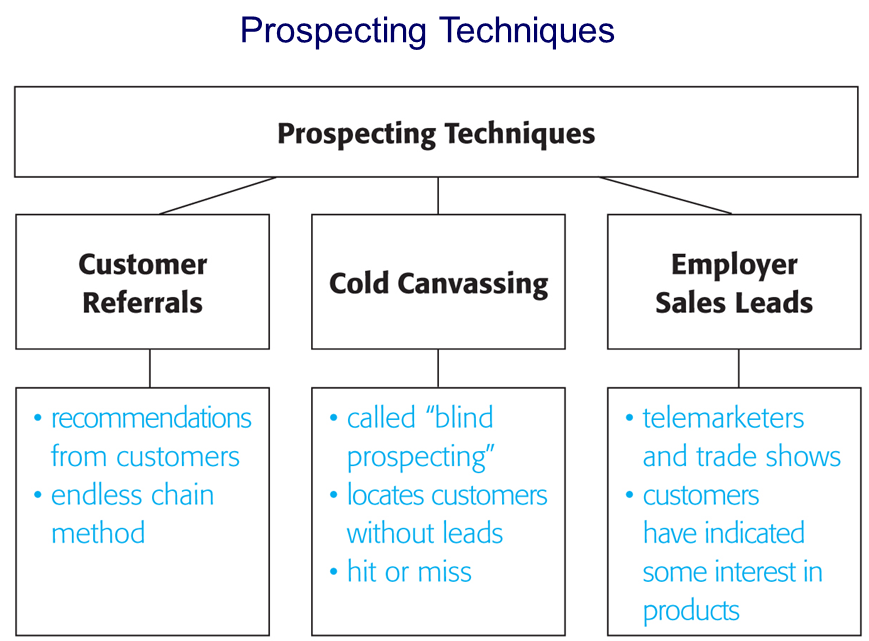
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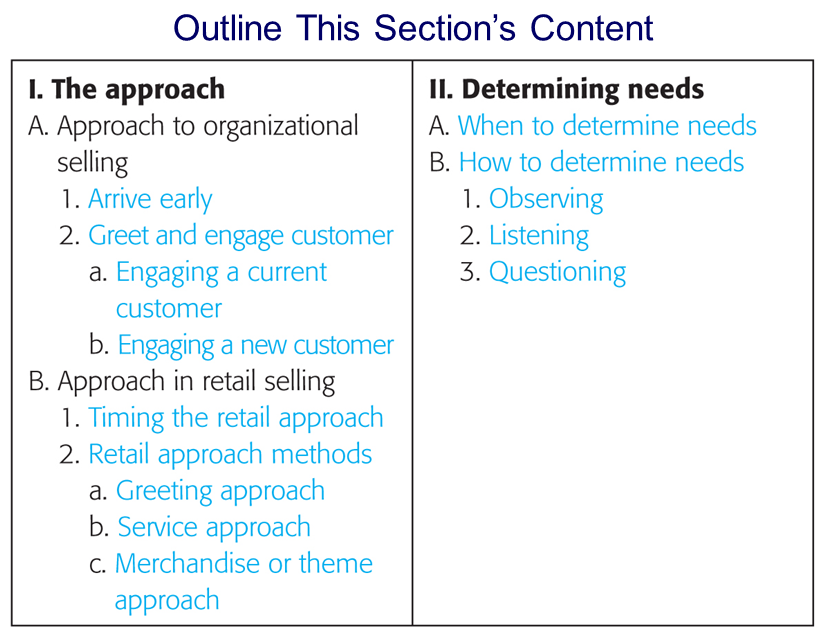
Outline of the Preliminary Activities Associated with the Sales Process:

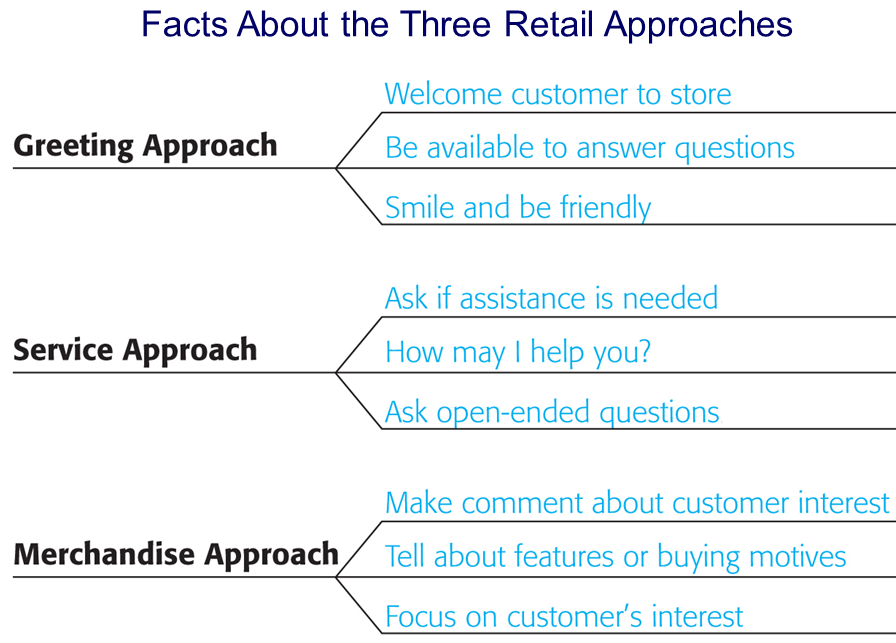


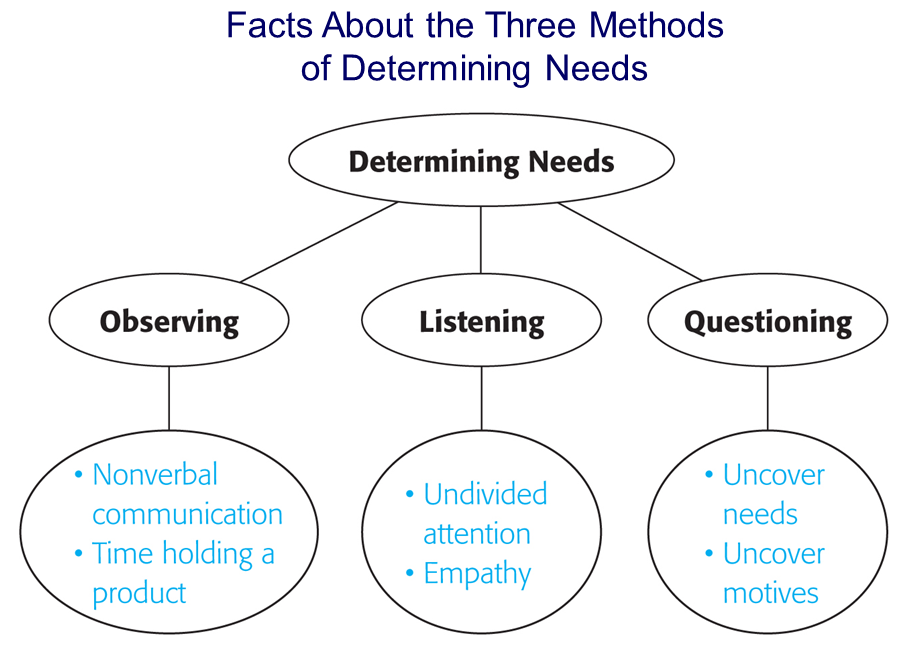












Questions to Ask and Questions Not to Ask When the Customer is Shopping for a Microwave Oven

