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Chapter 2â€”Building Trust and Sales Ethics MULTIPLE CHOICE 1. LaTasha is a purchasing agent for a large construction company. Jeff is a salesperson for a building materials company and has been calling unsuccessfully on LaTasha for several weeks.

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Answer : (B) 12. Using the Web to do an initial search on a company can tell a salesperson what products a company makes, what markets they serve, and so on.

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