

# Powerful Pharmaceutical Sales Manual and CD

Complete Guide to Sales Procedures and Techniques for Pharmaceutical  
Sales Representatives in the Hospital and in Medical Clinics, Including  
HIPAA, Sexual Harassment, and Compliance

By Susan Postnikoff, Cynthia Drake, Daniel Farb,  
M.D., and Bruce Gordon



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# Pharmaceutical Field Sales Procedures Manual

**Carole Moussalli**



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