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*Managing Your Agents And Distributors*  
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"international sales and the middleman", has now been released in paperback edition by London Publisher - Business Books 2000 Ltd. This highly readable and stimulating book tells you all you need to know about managing intermediaries - dealers, distributors, agents - for better results.

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## *international sales and the middleman*

Yet probably the most acid test to be faced by any aspiring international sales manager will be to get his middlemen behind him and to learn how to drive international business through these vital people. The starting point for successful middleman management is to understand the basics - and the first is 'critical mass'.

*International Sales and the  
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International Sales and the Middleman provides a down-to-earth, practical, and insightful guide that will enable export sales managers to build-or rebuild-a distributive network from scratch. It provides detailed advice on selection, negotiation, initiation, training (where appropriate), motivating, development, and managing overseas agents to ensure the maximum sales result.

*International Sales and the Middleman: Griffin, John P*

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middleman. (Book, 1990 ...*  
A middleman will facilitate  
interaction between parties,  
typically for a commission  
or fee. Some critics say  
that businesses and  
customers should try to "cut  
out the middleman" by  
dealing directly...

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*Middleman Definition*

Acknowledged authors

Griffin, John P. wrote

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