

# Managing Business Relationships By David Ford

By David Ford

David Ford, David F. Ford. Published by Baker Books (1998) ISBN 10: Managing Business Relationships. Ford, David; Gadde, Lars-Erik; H kansson, H kan;

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<http://www.emeraldinsight.com/doi/abs/10.1108/03090560610648039>

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David Ford, Lars-Erik Gadde, More on this book. Managing Business Relationships. David Ford, Lars-Erik Gadde, H kan H kansson, Ivan Snehota John Wiley,  
<http://www.lancaster.ac.uk/lums/marketing/research/business-marketing/>

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The book provides complete coverage of the role of business relationships and networks in domestic and Managing Business Relationships. David I. Ford (Pocket)  
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Managing Business Relationships by David I. Ford, Lars-Erik Gadde, Hakan Hakansson, Hakan Lars-Erik, Ivan Snehota, 9780470721094, available at Book Depository with  
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African Journal of Business Management Vol. 6(1), pp. Ford et al. (2003) adds that Managing Business Relationships, John Wiley & Sons, London.  
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Managing business relationships. (2003). Articles, a selection. Hakansson, Hakan, and David Ford Journal of Business Research 55.2 (2002): 133-139.  
[http://en.wikipedia.org/wiki/H%C3%A5kan\\_H%C3%A5kansson](http://en.wikipedia.org/wiki/H%C3%A5kan_H%C3%A5kansson)

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