

# Managing Business Relationships By David Ford

By David Ford

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Understanding Business Markets: Interaction, Relationships, Relationships, Networks by David Ford The Business Marketing Course: Managing in Complex Networks. <http://www.alibris.com/Understanding-Business-Markets-Interaction-Relationships-Networks-David-Ford/book/6909953>

**H kan H kansson - Wikipedia, the free encyclopedia -**

Managing business relationships. (2003). Articles, a selection. H kansson, H kan, 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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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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