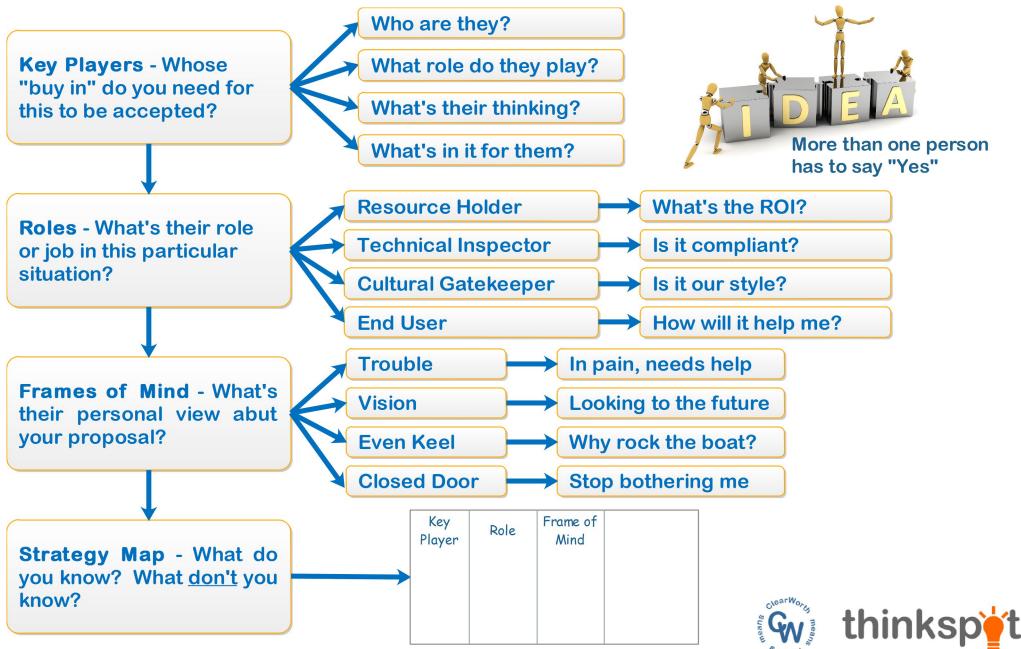
Complex Influencing Part 1 - Who's Who In the Scenario?



Source: Developed from work published in "Strategic Selling" Miller Heimann 1986