

Creating a business development strategy



Craft an elevator pitch



List out your SMART goals



Perform a SWOT analysis



Define your audience



Conduct market research



State your KPIs



Plan a budget



Focus on strong customer service



Incorporate a sales plan



Implement a process

Advanced Topics In Strategic Management Business Development

**GUPTA, VIPIN,GOLLAKOTA,
KAMALA,SRINIVASAN, R.**



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Advances in Strategic Management Robert Lamb,Paul Shrivastava,1985

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