

Typical Pitfalls in the Daily Life of a Salesman

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- Kickbacks, tickets for a football game, a treat in a Michelin restaurant: Is everything forbidden and all the fun abolished? A practical guide presenting the options left for salespeople to persuade and reward their customers
- Providing guidance for setting resale prices: What and where is this still allowed? How to react to complaints from customers about resale prices of their (online) competitors
- What tools may the purchasing department use for its own price negotiations? Is showing the offer of a competitor already an illegal hub and spoke cartel? What are the boundaries for subcontracts?

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