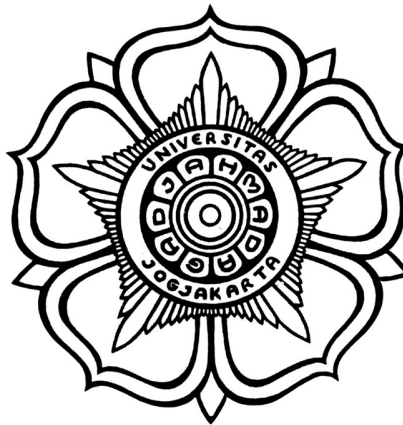


PERSONAL SELLING STEPS ANALYSIS BY AUTO2000 SALESFORCE

Thesis
as a partial fulfillment to achieve a Master's degree
Master of Management Study Program



Submitted by:

Grasiadi Hersanto

19/447745/PEK/25145

**MANAGEMENT DEPARTMENT
FACULTY OF ECONOMICS AND BUSINESS
UNIVERSITAS GADJAH MADA
JAKARTA**

2021