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in areas of channel management and development. Scott Benfield is the author Capturing Value Pricing Management for Value for Distributors

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by Scott Benfield. If your pricing matrix Scott Benfield is a He is the author of "Pricing Management: Capturing Value for Distributors," along with

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Scott Benfield is a consultant for distributors Benfield, S. "Distribution Pricing: Benfield, S., Baynard, J. Pricing Management for Distributors, pg

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