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By Miller Heiman Group | Future of Sales Success | July 23, 2018. In the sales industry, few resources are more iconic than Miller Heiman Group ' s Blue Sheet. A staple in sales organizations across the world for decades, the Blue Sheet brings structure to the sales process, aligning strategies for winning complex deals with our highly successful Strategic Selling® methodology.

The Blue Sheet: History and ... - Miller Heiman Group

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A Guide to Sales Methodology | Miller Heiman Group

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