

Conceptual Selling

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though still hampered by some challenging obstacles latin american collection development is not the static tradition bound field many believe it to be latin american studies librarians have confronted these difficulties head on and developed strategies to adapt to the field s continuous digital advancements presenting perspectives from several independent latin american libraries this collection of new essays covers the history of collecting current strategies in collection development collaborative collection development buying trips and future trends and new technologies

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matters what matters is how you react to the message

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