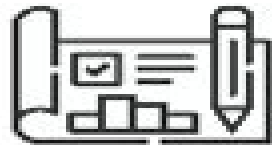


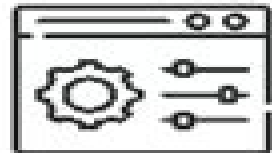
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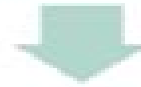
Establish target  
profit level



Plan how to  
achieve the  
target



Controlling



Determine  
profitability



# The Operating Executives Guide To Profit Planning Tools And Techniques

**Harold Kerzner**



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