



Come Vendere Meglio, Più Velocemente E Facilmente: (Manuale Di Esercizi Pratici Per Migliorare Le Tue Abilità Di Vendita) (Paperback)

By Ronald Joseph Kule

Createspace, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: Italian . Brand New Book ***** Print on Demand *****.ITALIAN/ENGLISH DESCRIPTIONS: Questa edizione italiana del libro acclamato vendere meglio VENDERE PIU FACILE vendere qualsiasi cosa ad arte scritto da Ronald Joseph Kule, la cui carriera inclusi successo internazionale nelle vendite, gestione delle vendite e formazione alla vendita a tutti i livelli (da strade cittadine a consigli di amministrazione di livello C), avanza una moderna approccio alla vendita nutre di radici nel lontano 1898. Imparare a vendere ben prevedibile - l'autore è stato tra i primi tre di ogni azienda ha rappresentato in un arco di 39 anni - richiede non solo avere e conoscere tutti i dati di base corretti sulle vendite, ma anche l'applicazione di prassi e con che dati. Altri programmi di vendita di formazione e libri non rispondono alla domanda del perché una tecnica di vendita funziona quando lo fa, e perché no, quando non è così. Eppure, senza capire che quello fondamentale, prima o poi, un venditore si burn out, che costano il suo / la sua compagnia ha perso reddito e la perdita di commissioni di vendita personali! Vendita e...



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