



## One-to-One for Sales Professionals by Caroselli, Marlene

By Marlene; Caroselli

Alpha, 2001. Taschenbuch. Condition: Neu. Gebrauch - Wie neu Unbenutzt. Schnelle Lieferung, Kartonverpackung. Abzugsfähige Rechnung. Bei Mehrfachbestellung werden die Versandkosten anteilig erstattet. - From recognizing boredom in a sales call to overcoming resistance from a customer, effective communication skills are the key to a sales professional's success. One-to-One for Sales Professionals includes lessons and discussions of various situations, personality types, suggested words and phrases, a graphic dialogue with an opening line and responses to likely scenarios, plus adaptations and careful questions to ask yourself to focus on what you really want to accomplish. 408 pp. Englisch.



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