



Exito en las Ventas (Hardback)

By Brian Tracy

GRUPO NELSON, United States, 2016. Hardback. Book Condition: New. 185 x 122 mm. Language: Spanish . Brand New Book. Exito en las ventas Ochenta por ciento de todas las ventas se realizan solamente por el veinte por ciento de los vendedores. Es sorprendente descubrir que esos vendedores se desempeñan solo un poco mejor que sus colegas en determinadas areas criticas. Al brillar en estas competencias, puedes ganar dinero mas rapido, tener mas exito, y obtener una mayor satisfaccion profesional de la que imaginaste posible. En esta compacta y conveniente guia, el extraordinario instructor de ventas Brian Tracy revela como cualquier persona puede tener la ventaja ganadora. Llena de estrategias comprobadas y conocimientos invaluable, este practico libro te ayudara a llevar tus ventas a nuevas alturas. El lector aprendera 21 tecnicas comprobadas para Establecer metas claras y alcanzarlas Desarrollar un sentido de urgencia y hacer que cada minuto valga la pena Estar motivado Conocer los productos como la palma de la mano Analizar a la competencia Identificar las ventajas competitivas Desarrollar las estrategias de venta Encontrar y calificar las perspectivas rapidamente Crear buenas relaciones temprano y ganar confianza Entender las tres claves de la persuasion Dominar los elementos de una presentacion...



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