



Effective Presentation Blueprint: Sales Achievement DNA (Paperback)

By Manuel T Ortega

Createspace, United States, 2011. Paperback. Book Condition: New. 254 x 203 mm. Language: English . Brand New Book ***** Print on Demand *****.Effective Presentation Blueprint explains the essentials to produce a consistent, deliberate, purposeful approach to craft substantiated proposals with ease and confidence. This workbook provides: > Model narratives, proposal flows and presentation templates. > Framework to facilitate communication with relevant stakeholders. > Experience crafting effective proposal narratives. > Enduring reference material. EPB is practical, flexible and efficient. A building block that can be tested, compared and refined. A blueprint that contributes to establishing amenable conditions favorable to earn agreement to proceed on proposals to form or extend durable business partnerships. EPB contributes to the skillful user's ability to; apply business intelligence to craft substantiated proposals; conduct effective proposal presentation meetings; manage multiple stakeholders; sustain access; broaden access; deepen involvement; expand understanding of business situations; strengthen conditions favorable to form, sustain or extend durable business partnerships; earn agreement to proceed on proposals to form, sustain or extend durable business partnerships; advance sales campaigns. EPB helps the skillful user focus on; activities they control; make informed rational decisions; act knowledgeably deliberate. EPB helps form habits that produce results. EPB is...



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