



## Selling

By Eric Baron

Dorling Kindersley Ltd. Mai 2015, 2015. Taschenbuch. Book Condition: Neu. 177x123x12 mm. Neuware - The practical guide that gives you the skills to succeed at selling DK's Essential Managers series contains the know-how you need to be a more effective manager and hone your management style. Find out how to improve your sales skills through marketing, presenting your product and negotiating successfully. You'll discover how to research your market, target your audience and perfect your pitch. In a slim, portable format Essential Managers gives you a practical 'how-to' approach with step-by-step instructions, tips, checklists and 'ask yourself' features showing you how to focus your energy, manage change and make an impact. If you are keen to brush up on or enhance your sales skills, this is the guide for you. 96 pp. Englisch.



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