

Hope Is Not A Strategy The 6 Keys To Winning Complex Sale Rick Page

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Hope Is Not A Strategy

Hope Is Not a Strategy: The 6 Keys to Winning the Complex Sale [Rick Page] on Amazon.com.

FREE shipping on qualifying offers. No longer is being 'a good closer' the basis of sustainable success. Instead intakes the kind of strategic thinking Rick Page outlines in Hope Is Not a Strategy .
--Geoffrey Moore

Hope Is Not a Strategy: The 6 Keys to Winning the Complex ...

Not only will you hear it among military personnel, it is also a popular phrase in the buisness world. It was the title of a book written by Rick Page in 2001, Hope is Not a Strategy: The 6 Keys to Winning the Complex Sale, and one by Ted Gee in 2008, Hope Is Not a Strategy: Simple Solutions for Doing Business in the 21st Century.

Who Said "Hope Is Not a Strategy"?

"No longer is being 'a good closer' the basis of sustainable success. Instead intakes the kind of strategic thinking Rick Page outlines inHope Is Not a Strategy."--Geoffrey Moore, author of Crossing the Chasm and Inside the Tornado. Master of the complex sale, Rick Page is the author of the bestselling book, Hope Is Not a Strategy, and one of the most sought-after sales consultants and ...

Hope Is Not a Strategy: The 6 Keys to Winning the Complex ...

The core of the "hope is not a strategy" mindset (or, sometimes, "hope is not a plan" or "hope is not a course of action") carries some validity. It's meant to express the uncontroversial notion that action is more important than words, careful planning is more valuable than lofty ideas.

HOPE IS NOT 'A' STRATEGY: IT'S THE ONLY STRATEGY - US Army ...

"No longer is being 'a good closer' the basis of sustainable success. Instead intakes the kind of strategic thinking Rick Page outlines inHope Is Not a Strategy."--Geoffrey Moore, author of Crossing the Chasm and Inside the Tornado Master of the complex sale, Rick Page is the author of the bestselling book, Hope Is Not a Strategy, and one of the most sought-after sales cons

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Hope is Not a Strategy | Sales Performance International

His newest book, co-authored with D. M. Lukas, Hope is NOT a Strategy: Leadership Lessons from the Obama Presidency will be available in March 2012 at www.amazon.com. Mariotti's 2008 book, The ...

HOPE IS NOT A STRATEGY: Leadership Lessons from ... - Forbes

The phrase "Hope is not a strategy" was first used in recent times by Benjamin Ola Akande, an economist, scholar, and Dean of the Business School at Webster University in Saint Louis in an open letter to President Barack Obama in 2009.

About the Book - Hope is Not a Strategy

Hope is NOT a strategy! I first heard this statement from a sales manager many years ago. At that time, he was referring to my "unfounded belief" that certain prospects in my sales pipeline would "buy" soon enough to allow me to hit my sales quota and as a result of this "unfounded belief" my lack of prospecting to keep my sales pipeline full.

Strategic Planning: HOPE is Not a Strategy!

"Hope Is Not A Strategy" January 23, 2009 / 11:44 AM / CBS ... Hope does not stop a recession. Hope cannot create jobs. Hope will not prevent catastrophic failures of banks. Hope is not a strategy.

"Hope Is Not A Strategy" - CBS News

"Hope is not a strategy": A CEO expressed her frustration with executives who ask to discuss potential challenges with their plans outside the harsh scrutiny of the strategy room. Most strategic plans look like hockey sticks, she says, "because hope springs eternal" that a projected "base case" will materialize. Now, when a business ...

Hope is not a strategy | McKinsey & Company

James Cameron — 'Hope is not a strategy. Luck is not a factor. Fear is not an option.'

Quote by James Cameron: "Hope is not a strategy. Luck is ...

They have hope. Hope is not a strategy. The Red Wings can't just get in and hope. Is it encouraging to know that it's more likely any team can win in the Stanley Cup playoffs? Absolutely, but ...

Quick Hits: The Hope Is Not A Strategy Edition - Winging ...

This way I decide my course of action, the associated expectation, and then I act. Hope not required. The items that remain in the hope column are things I have no control over, and perhaps more importantly, things that realistically will not make or break my very being. Hope is a nice thing.

Hope Is Not A Strategy - Millennial CEO

But hope is a critical part of achieving a strategy when based on what is possible; perhaps not highly probable, but possible. Hope is the belief that something is possible and probable, and the ...

Hope Is a Strategy (Well, Sort Of) - Harvard Business Review

Hope is NOT a strategy, and if you aren't speaking directly with college coaches, you aren't getting recruited. Submit your film to: <http://ow.ly/7bc530ip8y5...>

Hope is NOT a Strategy

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Hope Is Not a Strategy: The 6 Keys to Winning the Complex ...

Page was right. Hope is not, and can never be, an effective strategy. The word should have no place in our sales vocabulary. But I'll wager that the H-word is still being used every day in countless conversations between sales people and their managers. Hope is worse than worthless.

Hope is not a strategy - and ignorance is no excuse

In every mercenary's life, though, there comes a time when things go wrong and even the best laid plans go awry. When they do, though, the best mercs fall back and work out new plans, and you can bet on one thing—hope is not their strategy.

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