



The 100 teacher masterpieces: Step 8 to create gold sales team(Chinese Edition)

By KUANG YE

paperback. Book Condition: New. Ship out in 2 business day, And Fast shipping, Free Tracking number will be provided after the shipment. Paperback. Pub Date: 2012 09 Language: Chinese in Publisher: Chinese Fortune Press 100 teacher masterpieces: 8 step to create gold sales team is for those who aspire to be the gold commander-in-chief of the sales team managers to build through a detailed narrative and vivid case description presents a complete set of teaching programs. as commander in chief to help managers to create a strong management thinking. team building good hand. Want trained into strategizing commander in chief is not difficult. the 100 teacher masterpieces: Step 8 to create gold sales team is divided into eight units have excellent managers from eight different angles: self-positioning. selection of quality soldiers to become a coach. developing marketing plans. training the sales force and the establishment of evaluation system using remuneration leverage to establish incentives. For managers. the most valuable is not money. but time. 100 teacher masterpieces: Step 8 to create gold sales team reading. managers can enhance the management capacity in a short period of time. thus finishing a good idea. and lead team progress. Contents: Step 1 role is...



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