



Sold!

By Steve Martin

Pearson Education, 2003. Broschiert. Book Condition: Neu. Gebraucht - Sehr gut Unbenutzt. Schnelle Lieferung, Kartonverpackung. Abzugsfähige Rechnung. Bei Mehrfachbestellung werden die Versandkosten anteilig erstattet. - Based on an effective sales programme used by many leading blue chip companies, this book offers sales technique guidelines. It introduces the key principles - for example, building trust and a good relationship - and highlights the importance of understanding what your customer really wants. 107 pp. Englisch.



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