



Ventas de alta confiabilidad: Requisito esencial para las ventas (Spanish Edition)

Todd Duncan

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Este libro te dará un nuevo concepto de las "leyes" que gobiernan la profesión de las ventas. La primera sección incluye las leyes que tratan con las actitudes, las aptitudes, y las capacidades requeridas para que un vendedor tenga éxito. La segunda sección se enfoca en las leyes de la comunicación, el noviazgo, el compañerismo y los compromisos entre un vendedor exitoso y sus clientes. Cada ley proporciona una descripción junto con una aplicación práctica. Si usted se encuentra en el área de las ventas usted sabe que ser un triunfador es más que una sonrisa, un Rolodex y una actitud de «todo lo puedo». Este libro le proveerá con esa «herramienta» que necesita para llegar a la cima y mantenerse allí.



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