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Alpha, 2001. Taschenbuch. Condition: Neu. Gebraucht - Wie neu Unbenutzt. Schnelle Lieferung, Kartonverpackung. Abzugsfähige Rechnung. Bei Mehrfachbestellung werden die Versandkosten anteilig erstattet. - From recognizing boredom in a sales call to overcoming resistance from a customer, effective communication skills are the key to a sales professional's success. One-to-One for Sales Professionals includes lessons and discussions of various situations, personality types, suggested words and phrases, a graphic dialogue with an opening line and responses to likely scenarios, plus adaptations and careful...

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- Authored by Marlene; Caroselli
- Released at 2001



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