



Short Cycle Selling: Beating Your Competitors in the Sales Race by Kasper, Ji.

By Kasper Jim;

Mcgraw Hill Book Co, 2002. Gebundene Ausgabe. Condition: Neu. Gebrauch - Gut Unbenutzt. Schnelle Lieferung, Kartonverpackung. Abzugsfähige Rechnung. Bei Mehrfachbestellung werden die Versandkosten anteilig erstattet. - Sales professionals today waste untold hours worrying about identifying, tracking, and timing their sales cycles. In Short Cycle Selling, author Jim Kasper trains his sights on the only important concept and goal in sales cycles--shortening them. He walks professionals point-by-point through the series of steps that constitute the sales cycle--from identifying prospects to negotiating and closing--and at each step shows how to streamline the process. 256 pp. Englisch.



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