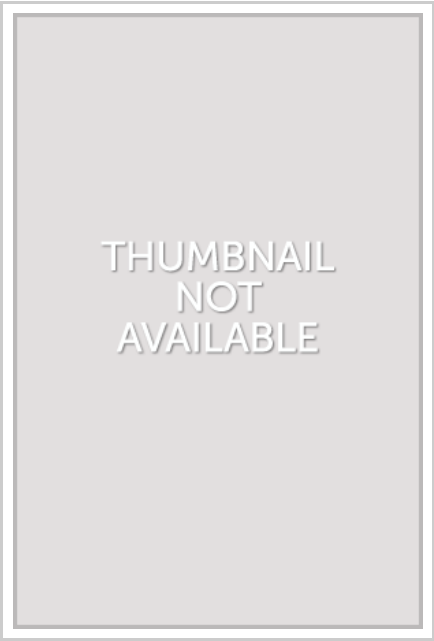


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The Art of Sales Management: 75 Training Drills to Build Confidence, Excellence Teamwork

By Michael Delaware

If, and or But Publishing. Paperback. Book Condition: New. Paperback. 226 pages. Dimensions: 9.0in. x 6.0in. x 0.6in.This book is a resource of tools for sales managers to utilize to develop teamwork within a sales force, and also bring about excellence. It takes on the various aspects of sales disciplines from a variety of different drilling methods to help develop skills. In this book you will discover drills to improve the understanding of the importance of communication between members of your team and interaction with the customers. This book will also reveal new techniques for customer name recognition and bolster abilities to better present the products and services your sales team is selling. It will also cover drills for speed and coordination, as well as drills for role playing and special drills for the showroom sales person. It will also cover the application of collaborative problem solving drills, deductive reasoning drills and role playing drills. As an added bonus, this book includes a large selection of practical drills that can be used at larger sales conferences and meetings to help develop teamwork. So, if youre serious about wanting prosperity and you want to build an effective team of sales people,...

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