

The Six-Hat Salesperson



*A Dynamic Approach
for Producing Top Results
in Every Selling Situation*

D A V E K A H L E

Six Hat Salesperson A Dynamic Approach For Producing Top Results In Every Selling Situation

M Lipman



Six Hat Salesperson A Dynamic Approach For Producing Top Results In Every Selling Situation:

The Six-hat Salesperson Dave Kahle,1999 Salespeople have always had a tough job It just got tougher In the last five years selling has become unimaginably complex Products are born and die within six months Customers demand personalized attention Service is critical to some while price is the key factor for others And then there s the Internet how s a salesperson supposed to compete with that The Publishers Weekly ,1999 Selling Kenneth L. Lloyd,2001 Featuring full color photos and illustrations expertly written text and helpful diagrams and charts this new title shows how to master the art of professional sales negotiations and techniques **Team Excellence Effizient und Verständlich** Franz J. Linnenbaum,2013-03-08 Dieses kompakte Standard Werk f r Team und Projektverantwortliche zeigt wegweisendes Know how und unterst tzen Werkzeugzeuge mit denen z B IT Teams exzellente Ergebnisse in allen Business Bereichen erzielen Auf drei Ebenen Soft Factors Denkwerkzeuge IT Tools enth lt das Buch zielf hrende Konzepte einfache Handlungsprinzipien und wirksame Instrumente die sich in der Teamarbeit bew hrt haben Beispiele aus der Praxis erg nzen die Darstellung

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