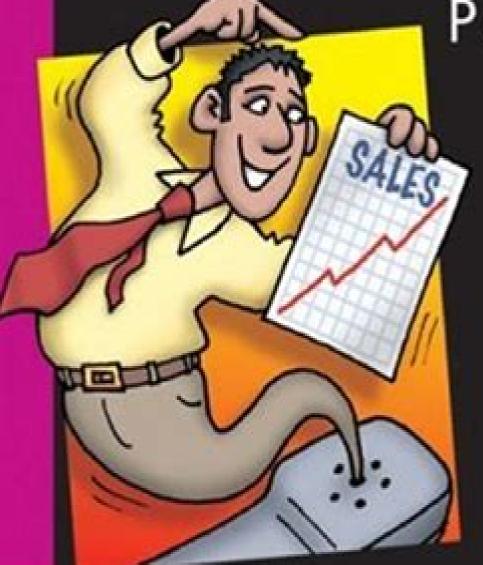
# TELESALES

Pocketbook



A pocketful of vital tips and techniques for every member of the telesales team

Peter Wyllie

# **Telesales Pocketbook**

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<u>Interviewer's Pocketbook</u> Sean McManus,2014-01-01 The Interviewer's Pocketbook has had a major overhaul in this new third edition and now focuses exclusively on the recruitment interview The opening chapters look in detail at the necessary

skills for conducting an interview questioning techniques listening skills and interpretation of body language Types of question are explored with ways in which to use them as well as questions to avoid asking while a helpful example interview shows the techniques in action Later chapters cover preparing for and conducting the interview including looking at job descriptions and specifications preparing evidence questions and evaluation of candidates Cognitive Behavioural Coaching Pocketbook Dorothy Spry, 2015-09-16 The widespread popularity of coaching in support of workplace performance leadership development and employee engagement was heavily underscored by the findings of a CIPD Chartered Institute of Personnel and Development survey carried out in 2009 which revealed that 90 per cent of organisations surveyed use coaching techniques Cognitive Behavioural Coaching CBC takes coaching a stage further It recognises that how people think affects how they feel which in turn influences the decisions and actions they take Through a systematic process of questioning CBC challenges an individual s limiting beliefs and behaviours and helps them to see and act differently The Cognitive Behavioural Coaching Pocketbook uses a simple 5 step model to explain in clear practical terms how coaches L D staff and managers can use CBC for the benefit of both the individual and the organisation **Problem Behavior Pocketbook** Angelena Boden, 2015-09-16 You will buy The Problem Behaviour Pocketbook whether you like it or not The bully is one of a number of bad behavioural types found in the workplace There are those that play the martyr I suppose I ll have to do it those that only see things their way described by the author as Narcissists saboteurs who do nothing the so called passive aggressive types persistent fault finders clams and chatterers moaners whiners whingers and numerous others The author lists them all identifies the likely causes and effects and explains how to identify and deal with the problems Described by one book reviewer as a 20 minute eye opener Career Transition Pocketbook Keith Corbin, 2015-09-16 A practical easy to use guide for job changers and job seekers The Career Transition Pocketbook details seven key stages to the career transition process self questioning goal setting preparing a career history networking applying for jobs getting ready for interviews and evaluating job offers Each stage is described in a separate chapter **Assertiveness Pocketbook Max** A. Eggert, 2014-05-07 This handy pocketbook looks at the reasons for non assertive behaviour and the differences between assertive aggressive and passive behaviour It contains advice on how to overcome self defeating beliefs and how to deal with recurring problems Will appeal to anyone in human resources or management training It is successful in keeping jargon to a minimum without loss of precision The concepts are immediately relevant and each page will offer you a new idea a new skill or a new way to look at a situation Louise Campbell Associate Director Human Resources Societe Generale Australia Ltd This pocketbook provides at a glance the skills required for a lifetime Tracey Luscombe Human Resource Manager Manchester Unity Friendly Society in NSW Storytelling Pocketbook Roger E. Jones, 2012-01-01 People in business are conditioned to believe they must communicate in a rational objective and logical manner without emotion if their point is to be accepted The reality is however that stories engage both hearts and minds and are the most effective means to engage and persuade The

Storytelling Pocketbook shows readers how to use stories to get their ideas across and make a deeper connection with their audience With practical exercises throughout the book shows you how to create your own story frameworks and explores the different settings in which you might use them eg to ignite organisational change to transfer knowledge to build brands to Manager's Pocketbook John Townsend, 2014-01-01 The Manager's Pocketbook is aimed at team leaders supervisors and people managers of all levels The 5th edition of this popular title in the Pocketbook Series will be published in March 2014 Using the acronym POLCA the pocketbook teaches the five essential management skills P for planning O for organising L for leading C for coaching correcting and A for achieving There is a separate chapter on each of these five skills preceded by an overview of the manager's role The Manager's Pocketbook is extensively illustrated and concisely presented reflecting the lively right brained approach that author John Townsend has developed throughout his long career in helping managers excel and deal with the many challenges they face Facilitator's Pocketbook John Townsend, 2014-09-04 The facilitraining rainbow won t lead you to a pot of gold but it will enable you to decide on the most suitable approach for your next facilitation session This innovative decision making model is central to The Facilitator's Pocketbook a comprehensive guide covering all stages of facilitation from planning through to implementation Interpersonal skills including attitudes and values and session skills including energising and problem solving are dealt with at length This second edition contains significant new material notably the addition of a detailed case study and examples of six typical facilitation sessions John and Paul provide a quick route to a practical understanding of facilitation This book should be compulsory reading for all managers handling change Teresa Kilmartin Executive Manager Training Development Irish Life Assurance plc This book is the perfect illustration of what facilitation is all about making things easy Reflecting on the methods skills and techniques described it is easy to understand what it takes to become a skilled facilitator Read it and you will undoubtedly do it better and get better results Karin Priarollo Director Human Resources Novartis Consumer Health **Performance Management Pocketbook** Pam Jones, 2014-08-15 Performance Management is about getting results getting the best from people and helping them to achieve their potential Employee engagement has an important role to play in this it is about the emotional commitment to the organisation and its goals In this second edition of the Performance Management Pocketbook readers will find plenty of tips and techniques to enhance their performance in the following areas leading others to achieve results understanding the impact of their own style engaging and motivating others creating high performance teams setting clear objectives managing performance difficulties and coaching and delegating effectively The book contains illustrative case studies and each chapter has a helpful review and actions section The author Pam Jones is a member of the Ashridge Business School open programme management team Her responsibilities cover a suite of programmes encompassing performance management influencing and general management skills In an ever demanding and competitive world OK and average simply aren t enough performance matters If you want to get the best out of your people then this book is packed

with advice and ideas on how to do that Lydia Hatley Leadership Change Manager Argos Very useful a practical and comprehensive guide for all leaders who truly value their team Claire Dobbs Managing Director Havas Life London

Mentoring Pocketbook Geof Alred, 2014-09-04 The Mentoring Pocketbook now in its third edition shows how to design and manage a mentoring scheme how to prepare to be a mentor how to conduct mentoring sessions how to maintain the relationship through the different stages and how to evaluate mentoring Before looking at the actual mentoring process the authors deal with the uses of mentoring within organisations particularly in the context of managing change and mission value statements and explain how mentoring differs from coaching training and appraisals. The process of mentoring is explained with the aid of a 3 stage model This can be used to assess yourself as a mentor as a map to guide you through the process as a review tool and as a means to develop the mentee's ability to use the model independently Subsequent chapters explore the mentor mentee relationship and address key issues and questions Although primarily aimed at the mentor The Mentoring Pocketbook is also helpful to mentees A consistently best selling title within the Management Pocketbooks Series Mentoring is probably the most powerful developmental process people can experience And when it works it develops two for the price of one The Mentoring Pocketbook is a no nonsense primer for the first time mentor or mentee Prof David Clutterbuck Co founder The European Mentoring and Coaching Council The Mentoring Pocketbook is the basis of the Mentoring Programme at M venpick Hotels Resorts Mentoring has been fundamental to supporting our approach to talent development throughout the company Not only is it providing our top talent with the support they need to make the challenging transition to more senior leadership roles but it also supports our current generation of business leaders Mentoring has greatly enhanced their unique contribution to the company and the company's learning and development culture Bruce Harkness VP Learning Development M venpick Hotels Resorts Management AG

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