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Goldberg, Don Martin, 2008-10-30 It's one thing to come up with a good business idea and quite another to marshal the people, money, and other resources entrepreneurs need to make the dream a successful reality. That's why most businesses fail within the first two years. *The Entrepreneur's Guide to Successful Leadership* helps budding moguls make it out of the toddler phase of entrepreneurship and into adolescence and adulthood with confidence. A concise and practical guide to leading smaller enterprises, the book is based on a proven nine-step model of effective leadership developed by Dan Goldberg, the founder of the For Eyes optical chain, and entrepreneur and educator Don Martin. Step by step, readers learn what real leadership looks like and how to lead and grow the successful enterprise. Creating a vibrant business starts with understanding who you are, say the authors, and then coming up with a vision, mission, and strategy. That's the easy part. The hard part is to execute the strategy in line with your dreams while using effective, ethical tactics to establish the business and prosper. Seasoned hands, the authors make that job easier while helping entrepreneurs understand what makes employees tick and helping them become their productive best. The hard work not only gets easier, say the authors, it pays off as entrepreneurs watch their fledgling businesses take graceful flight. This book is a treasure chest that provides key insights and methods in the form of real-life stories, humor, strategies, techniques, exercises, checklists, templates, and other resources. Each illustrates in a unique way how good leaders achieve powerful results. Many books on leadership are gimmicky. *The Entrepreneur's Guide to Successful Leadership* focuses in clear, simple, and direct terms on the essential fundamentals, the blocking and tackling required for business success.

Seven Steps to Success for Sales Managers Max F. Cates, 2015-05-30 Master today's breakthrough strategy for developing and sustaining high-performance sales teams. Long-time sales team leader Max Cates shows how to go far beyond old-school command and control sales management, unleashing the full power and energy of your salespeople through a participatory management approach that works. Drawing on 36 years of sales and sales management experience, Cates presents proven tactics for: Developing your own mental toughness, emotional intelligence, strategic thinking, and promotability. Becoming a true servant leader in sales, providing the right structure, challenges, respect, involvement, and support. Hiring more effective and productive salespeople, including expert tips for interviewing, recruiting, reading body language, using data, and choosing amongst candidates. Building winning teams that meet sales objectives and delight customers. Empowering sales reps and teams in decision making that increases sales productivity. Measuring individual and team performance towards objectives. Keeping people on target without micro-managing them. Promoting team growth and continual improvement. Leveraging Six Sigma and the Deming Cycle to sustain success, morale, and performance. And much more. *Seven Steps to Success for Sales Managers* presents proven sales management tactics in a bulletized format that's easy to read and just as easy to use. Cates combines decades of in-the-trenches experience with cutting-edge research on the latest sales trends and tactics. Whether you're a working sales manager, VP of sales, account team leader, executive MBA program participant, or aspiring sales manager, this guide will help you build an outstanding team, empower it, and lead it to sustained

success **Success in Selling** Reza Sisakhti,2015-12-03 Success in Selling Developing a World Class Sales Ecosystem presents timely research on key trends reshaping today s sales profession and introduces the new ATD World Class Sales Competency Model An indispensable reference for assembling a world class sales force Success in Selling offers a significant revision of the 2008 ATD World Class Competency Model It is a comprehensive sales tool essential for all sales professionals from those on the front line of selling to those managing and developing sales talent to those creating other sales enablement solutions It provides guidance for customizing the model s key competencies for both organizations and individual sales professionals and features case studies job aids templates and other tools critical for personal and organizational success The highly anticipated new edition offers key analysis of trends shaping today s sales ecosystem presents detailed descriptions of sales competencies that drive success describes how organizations and individuals can customize the new model to their own needs All Is Fair in Love and Sales Christopher Singleton,2018-04-03 In this book you will learn the 6 steps to successful

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