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Your Sales Force Renie McClay, 2010-02-15 How can organizations provide the right sales training to the right sales people at the right time This book is filled with a diverse collection of case studies from top companies and provides a practical road map and the proven tools for organizations that want to implement a winning sales training program The book offers helpful techniques and tips on how to successfully execute sales training with limited resources and cut budgets It provides how to guidelines for successful sales training in a down economy It is written by 13 experts who have experience selling and have managed sales people The contributors have combined experience of improving sales performance of over 120 years The book contributors are Bob Rickert Jim Graham Teresa Hiatt Michael Rockelmann Maris Edelson Susan Onaitis Susanne Conrad Rick Wills Ken Phillips Trish Uhl Gary Summy Lanie Jordan and Renie McClay **World Wide Web Marketing** Jim Sterne, 2002-04-08 Here it is The bestselling guide to online marketing is now back in a new expanded edition Popular speaker and author Jim Sterne updates all information providing marketing and advertising professionals with the ultimate how to guide to succeed in today s hyper competitive online world Taking the same practical and detailed approach that has made his book an industry classic Sterne shows how to apply classic marketing strategies to the latest technologies and explores the Web s impact on the way we do business Readers will find expert guidance on how to take advantage of hot new technologies and Web marketing tools that have emerged since the Second Edition was published including Interactivity Affiliate marketing Using B2B technology to sell through resellers Wireless marketing eMetrics or how to measure online marketing strategies Data mining techniques

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