

THE STEP-BY-STEP GUIDE TO EFFECTIVE SELLING



THE SIX STEPS TO EXCELLENCE IN SELLING

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The Entrepreneur's Guide to Successful Leadership Dan 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

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groundbreaking techniques to achieve excellence in project leadership that can result in six sigma type results or failure free projects It unveils novel solutions and breakthrough concepts including project culture analysis the five powers of project leadership the power of visualization™ the science of simplicity™ dynamic risk leadership and dynamic project failures analysis to help you chart the most efficient path to the pinnacle of project leadership Winner of a 2013 Axiom Business Book Award The author provides the cutting edge methods based on decades of personal practical experience valuable lessons learned and authoritative insights gained from leading over 300 projects to successful conclusions Complete with powerful tools for organizational and self assessment on the accompanying CD this book will not only transform your approach to project management but will also provide you with the tools to develop effective leaders and consistently achieve exceptional business results Some Praise for the Book a highly pragmatic guide to project management lays out the way of thinking that underpins success a book that everyone could benefit from Mikel J Harry Ph D co creator of Six Sigma provides the most significant contribution for leaders to mitigate project risks assure sustainable growth and guarantee survival Carlos Alberto Briganti general manager of Eaton Europe and Japan 2001 2003 vice president of Eaton South America 2004 2007 one of the BEST books I have ever read on project leadership John Salazar CIO Department of Work Force Solutions former CIO of Department of Taxation program director Lockheed Martin project engineer Space Shuttle and Support Equipment Design

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