



The emotional Sales: elite sales of the 21st century real killer (the authoritative sales training courses.(Chinese Edition)

By AO) KE LI SI TUO FU GE LI SI ZHU . CHEN DE JIN YI

paperback. Book Condition: New. Ship out in 2 business day, And Fast shipping, Free Tracking number will be provided after the shipment. Paperback. Pub Date: Unknown Pages: 185 Publisher: Enterprise Management Press List Price: 38.00 yuan Author: Christopher Gris book (AUS). Chan Tak gold translation Press: Enterprise Management Press ISBN: 9787516401941 Pages: 185 Edition: 1 Binding: Paperback: 16 Published :2013 -2-1 printing time: the number of words: 170000 Goods logo: 22915990 Description Like all salespeople. all sales guidance books have a target. Emotional sales goal is simple and clear. and is intended to describe a way to help the sales staff through the emotional drivers of potential customers. to better understand the customer. rather than with emotions. and faster to complete more sales tasks. Potential and existing customers are emotional. they have their own likes and dislikes. have different emotional drive. The professor's knowledge of the understanding and application of this book. will be able to improve the economic efficiency of enterprises. while sales from sales enhance their own satisfaction. Successful sales need to use some of the techniques. Of course. there have been many books and courses on sales techniques from different angles. but they lack the practical and scientific...



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Reviews

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