## Universitas Indonesia Library >> eBooks

## Conversations that sell: collaborate with buyers and make every conversation count

Bleeke, Nancy, author

Deskripsi Lengkap: https://lib.ui.ac.id/detail?id=20436771&lokasi=lokal

\_\_\_\_\_\_

## Abstrak

Introduces sales professionals to the collaborative conversation skills they need to capture the buyer's attention and secure business. This book shows readers how to: prepare for an effective sales call; identify sales opportunities and the factors that drive buyers to act; and more.