## Premeditated selling: tools for developing the right strategy for every opportunity

\_\_\_\_\_

Gielda, Steve, author

Deskripsi Lengkap: https://lib.ui.ac.id/detail?id=20442062&lokasi=lokal

## Abstrak

## Contents :

- Preface
- Acknowledgments
- Chapter 1: Thinking and acting strategically
- Chapter 2: Understanding buying factors
- Chapter 3: Managing key players
- Chapter 4: Knowing your environment
- Chapter 5: Influencing the competitive landscape
- Chapter 6: Quantifying value
- Chapter 7: Pipeline management
- Chapter 8: Developing a sales coaching strategy
- About the authors
- About ignite selling, inc