

Ultimate sales tool kit: the versatile 15-piece set that every professional needs

Miller, William, author

Deskripsi Lengkap: <https://lib.ui.ac.id/detail?id=20443720&lokasi=lokal>

Abstrak

Are you still relying on just a few basic strategies to use on your sales calls, leaving it up to chance whether they'll work or not? Every sales call requires a different tactic; it stands to reason that if you don't have the right tool for the right situation, you're not going to be able to get the job done. Would you hire a plumber who only came armed with a hammer?