

1. Record Nr.	UNINA9910455685703321
Autore	Lytle Chris
Titolo	The accidental salesperson [[electronic resource] ] : how to take control of your sales career and earn the respect and income you deserve // Chris Lytle
Pubbl/distr/stampa	New York, : AMACOM, c2000
ISBN	0-8144-2554-2
Descrizione fisica	1 online resource (209 p.)
Disciplina	658.85
Soggetti	Selling Success in business Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Contents; Introduction; Chapter 1: The Choice; Chapter 2 The Chart; Chapter 3 The Challenge; Chapter 4: Sales Department or Sales FORCE?; Chapter 5: Lessons from "The Tour"; Chapter 6: Why You Must Quit Making Sales Calls; Chapter 7: Getting in to See Anybody: Steps 3-9 in Your Process; Chapter 8: What to Do if You "Accidentally" Get an Appointment Steps 10 11 and 12; Chapter 9: Do You Qualify? Steps 12 (Continued) and 13; Chapter 10: Doing the Work before You Get Paid for It and Other Secrets of SuccessSteps 14 and 15; Chapter 11: "Closing" Is a Funny Word for It: Step 16 Chapter 12 No Dessert until You Finish Your PeasChapter 13: Service Is Not Something You Do When You're Too Tired to Sell; Conclusion Working Your Way to Success; Index
Sommario/riassunto	For all those salespeople who never planned on a career in sales...a unique, new plan to improve their selling skills.