

1. Record Nr.	UNINA9910454268703321
Autore	Zoltners Andris A
Titolo	Building a winning sales force [[electronic resource]] : powerful strategies for driving high performance / / Andris A. Zoltners, Prabhakant Sinha, Sally E. Lorimer
Pubbl/distr/stampa	New York, : AMACOM, c2009
ISBN	1-282-03263-1 9786612032639 0-8144-1042-1
Descrizione fisica	1 online resource (497 p.)
Altri autori (Persone)	LorimerSally E SinhaPrabhakant
Disciplina	658.8 658.8/102 658.8102
Soggetti	Sales management Sales personnel Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	Contents; PART 1 A Blueprint for Sales Force Excellence; PART 2 Improving the Top Sales Effectiveness Drivers; PART 3 Addressing Common and Challenging Sales Management Issues; Index
Sommario/riassunto	Sales force effectiveness drives every company's success, but keeping a sales organization at the top of its game is a constant challenge. As experts in the field, Andy Zoltners and Prabha Sinha have helped sales leaders around the world perfect their sales strategy, operations, and execution. Combining strategic insight with pragmatic advice, Building a Winning Sales Force provides current and aspiring sales leaders with innovative yet practical solutions to many of the most common issues faced by today's sales organizations. The book shows readers how to: assess how good their sales force

2. Record Nr.	UNINA9910467870403321
Autore	Denicolo Pam
Titolo	Shodh Prastav Kaise Karen Taiyar / / Paima Denikolo, Lusimda Bekara ; translator, Dr. Shankar Nene
Pubbl/distr/stampa	Los Angeles ; ; London ; ; New Delhi, India : , : Sage Bhasha, , 2017
ISBN	93-5280-356-6
Descrizione fisica	1 online resource (xviii, 113 pages) : illustrations
Collana	Sodha mem saphalat
Disciplina	001.44
Soggetti	Proposal writing for grants Proposal writing in research Electronic books.
Lingua di pubblicazione	Hindi
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Prologue Serendipity Intended Readers Overview of the Book The Task Before You What is a Research Proposal? When Is a Research Proposal Required and Why? What Are the Key Aspects of Proposal Preparation? What Should Be Included in the Introduction, Rationale and Literature Review? What Is the Significance of the Aims, Objectives, and Research Questions/Hypotheses? What Should Be Included in the Methodology/Research Implementation Sections? What Financial Considerations Are Required? What Planning and Organisation Details Are Required? Who Are the other Potential Contributors to and Referees for Your Project? Where Does It End? Reactions, Reflections and Anticipations Appendix 1 Funding Sources Appendix 2 Resources Glossary Index.
Sommario/riassunto	How do I go about writing a research proposal? - How do I maximize my chances of Writing a successful research proposals? - How do I do a literature review? Writing a research proposal is one of the most important tasks facing academics, researchers and postgraduate students. In this accessible, informative and entertaining book, Denicolo and Becker tell you how to develop an effective research proposal to secure funding for your research projects or to gain a place on a research degree programme. The book helps you understand what those reading your proposal are looking for and supports the development of writing skills through practical activities. This book

offers down-to-earth advice on: - How best to carry out and structure the literature review - How to develop and phrase research questions and hypotheses - How to handle methods and methodology in your proposal - Crucial issues of planning, strategy and timing. This is a must-have book for anyone seeking to write a successful research proposal.

3. Record Nr.	UNISALENTO991004331633507536
Autore	Pecchiai, Pio
Titolo	Lecco : la città manzoniana / [Pio Pecchiai ; con la collaborazione di D. Giuseppe Polvara]
Pubbl/distr/stampa	Milano : Sonzogno, [1924-1929?]
Descrizione fisica	16 p. : ill. ; 30 cm
Collana	Le cento città d'Italia illustrate ; 45
Altri autori (Persone)	Polvara, D. Giuseppe
Disciplina	945.23 914.523
Soggetti	Manzoni, Alessandro Manzoni, Alessandro Lecco Guide
Lingua di pubblicazione	Italiano
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	In cartella