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| 1. Record Nr. | UNINA9910466906103321 |
| Autore | Rosen Keith |
| Titolo | Sales leadership : the essential leadership framework to coach sales champions, inspire excellence, and exceed your business goals // Keith Rosen |
| Pubbl/distr/stampa | Hoboken, New Jersey : , : Wiley, , 2018 |
| ISBN | 1-119-48324-7 1-119-48327-1 |
| Edizione | [1st edition] |
| Descrizione fisica | 1 online resource (291 pages) |
| Disciplina | 658.31245 |
| Soggetti | Sales force management Employees - Coaching of Electronic books. |
| Lingua di pubblicazione | Inglese |
| Formato | Materiale a stampa |
| Livello bibliografico | Monografia |
| Note generali | Includes index. |
| Sommario/riassunto | "Coaching is the universal language of learning, development and change." Imagine a workplace without fear, stress or worry. Instead, you're acknowledged as a valued, contributing team player who doesn't sacrifice priorities, values, happiness or your life for your job. Sound ludicrous? Consider this is a reality in many thriving organizations. Most leadership books don't apply to sales leadership. Sales leaders are uniquely and indispensably special and need to be coached in a way that's aligned with their role, core competencies, and individuality to achieve their personal goals and company objectives. What if you can successfully coach anyone in 15, 5 or even 60 seconds using one question? Sales Leadership makes delivering consistent, high-impact coaching easy. For busy, caring managers, this removes the pressure and misconception that, "Coaching is difficult, doesn't work, and I don't have time to coach." Since most managers don't know how to coach, they become part of the non-stop, problem-solving legion of frustrated Chief Problem Solvers who habitually do other's work, create dependency and nourish the seed of mediocrity. Great business leaders shift from doing people's job to developing them by learning the |

language of leadership - coaching. In its powerful simplicity, Sales Leadership delivers a chronological path to develop a thriving coaching culture and into a coaching leader who develops top performing teams and sales champions. Using Keith's intuitive LEADS Coaching Framework™, the coaching talk tracks for critical conversations, and his Enrollment strategy to create loyal, unified teams - you will inspire immediate change. Now, coaching is easily woven into your daily conversations and rhythm of business so that it becomes a natural, healthy habit. In his award-winning book, Coaching Salespeople Into Sales Champions , Keith was the first Master Certified Coach to share his personal coaching playbook that is now the standard for coaching excellence. Ten years later and one million miles traveled, he reveals the evolution of sales leadership and coaching mastery through his experiences working with Fortune 5000 companies and small businesses worldwide.

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| 2. Record Nr. | UNINA9910496139503321 |
| Autore | Salazar Ruben <1928-> |
| Titolo | Border correspondent : selected writings, 1955-1970 // Ruben Salazar ; edited, and with an introduction by Mario T. García [[electronic resource]] |
| Pubbl/distr/stampa | Berkeley, : University of California Press, c1995 |
| ISBN | 0-585-05487-8 |
| Descrizione fisica | 1 online resource (xx, 283 p., [18] p. of plates) : ill. ; |
| Collana | Latinos in American society and culture Border correspondent Latinos in American society and culture ; ; 6 |
| Altri autori (Persone) | GarciaMario T |
| Disciplina | 972/.1 |
| Soggetti | Mexican Americans - Southwest, New Mexican-American Border Region United States Relations Mexico Mexico Relations United States |
| Lingua di pubblicazione | Inglese |
| Formato | Materiale a stampa |
| Livello bibliografico | Monografia |
| Note generali | Bibliographic Level Mode of Issuance: Monograph |
| Nota di bibliografia | Includes bibliographical references and index. |

Sommario/riassunto

Border Correspondent is the first major collection of the journalism of Ruben Salazar. Although there has long been a vigorous Spanish-language press in the United States, Salazar was the first journalist of Mexican American background to cross over into mainstream English-language print media with his reporting for the Los Angeles Times during the 1960's. Salazar was also the first significant foreign correspondent of Mexican descent, and in 1969 he became the first Mexican American columnist for a major newspaper. Mario Garcia's introduction to this collection provides a biographical sketch of Salazar as well as a thoughtful evaluation of his significance to American journalism and to the history of the Mexican American community in California.
