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Nota di contenuto	; Chapter 1 ProActive Sales Manager--Defining the New Breed of Sales Manager ; 1 -- ; Chapter 2 Sales Cultures and the Ability to Communicate Them ; 25 -- ; Chapter 3 Manage the Right Things-- Time and People ; 43 -- ; Chapter 4 Finding and Recruiting the Best Sales Team ; 65 -- ; Chapter 5 Corrective Action ; 129 -- ; Chapter 6 ProActive Management Skills ; 145 -- ; Chapter 7 If You Can't Measure It, Why Do It? ; 167 -- ; Chapter 8 Territory Planning, Compensation, and Rewards ; 189 -- ; Chapter 9 Sales Meetings ; 213 -- ; Chapter 10 Create the ProActive Action Plan ; 221.
Sommario/riassunto	Annotation