

1. Record Nr.	UNINA9910777760603321
Autore	Mehrotra Vivek
Titolo	Get set and grow [[electronic resource] ] : a handbook for medical representatives // Vivek Mehrotra
Pubbl/distr/stampa	New Delhi, : New Age International (P) Ltd., Publishers, c2007
ISBN	1-282-10259-1 9786612102592 81-224-2415-5
Edizione	[3rd ed.]
Descrizione fisica	1 online resource (170 p.)
Disciplina	338.47 338.47681761
Soggetti	Medical instruments and apparatus industry - Vocational guidance Pharmaceutical industry - Vocational guidance Medical supplies industry - Vocational guidance Selling - Vocational guidance
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di contenuto	Cover; Preface; Acknowledgements; Foreword; Contents; A. Role Excellence; B. Towards Role Excellence; C. Selling Profession; D. Selling! What is it?; Get: Getting Equipped Thoroughly; Set: Setting Explicit Task; Grow: Growing Out
Sommario/riassunto	About the Book: Get Set & Grow is an attempt to properly channelize the full potential of a medical representative in the right direction... Get Set & Grow has been designed to equip a Medical Representative with all the armaments of situational selling... Get Set & Grow will prepare and develop a Medical Representative to accept new and greater challenges and present him with the opportunity to grow further in his/her career... Get Set & Grow is aimed at getting the Medical Representative thoroughly equipped for setting explicit task for himself and then growing out in this vast fie

2. Record Nr.	UNINA9910154543603321
Titolo	Annals of human biology
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ISSN	1464-5033
Descrizione fisica	1 online resource
Disciplina	612
Soggetti	Human biology Humans Biologie humaine Fysische antropologie Biologia humana Antropologia Periodicals. Revistes electròniques.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Periodico
Note generali	Refereed/Peer-reviewed
Sommario/riassunto	Official journal of the Society for the Study of Human Biology.