

1. Record Nr.	UNINA9910782999703321
Autore	Miller William <1955->
Titolo	More proactive sales management [[electronic resource]] : avoid the mistakes even great sales managers make--and get extraordinary results // William "Skip" Miller
Pubbl/distr/stampa	New York, : American Management Association, c2009
ISBN	1-282-03264-X 9786612032646 0-8144-1091-X
Descrizione fisica	1 online resource (235 p.)
Disciplina	658.8 658.8/1 658.81
Soggetti	Sales management Selling
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	CONTENTS; PREFACE; ACKNOWLEDGMENTS; INTRODUCTION; PART 1 INTERNAL TEAM DECISIONS; PART 2 UPWARD DECISIONS; PART 3 SALES DECISIONS; PART 4 INFRASTRUCTURE DECISIONS; PART 5 SELF DECISIONS; EPILOGUE AND CALL TO ACTION; INDEX
Sommario/riassunto	Managing great sales is different than making great sales. This book shows readers how to avoid the most common mistakes of their trade.