

1. Record Nr.	UNINA9910791891303321
Autore	Taylor Jim <1947->
Titolo	Selling to the new elite [[electronic resource]] : discover the secret to winning over your wealthiest prospects / / Jim Taylor, Stephen Kraus, and Doug Harrison
Pubbl/distr/stampa	New York, : AMA, 2011
ISBN	1-283-02342-3 9786613023421 0-8144-1654-3
Edizione	[1st edition]
Descrizione fisica	1 online resource (272 p.)
Altri autori (Persone)	HarrisonDoug <1965-> KrausStephen
Disciplina	658.85
Soggetti	Affluent consumers Customer relations Selling
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Contents; List of Figures; List of Tables; Acknowledgments; Introduction; CHAPTER ONE: The Desire to Acquire; CHAPTER TWO: The Passion of the Salesperson; CHAPTER THREE: The Passion of the Prospect; CHAPTER FOUR: The Passion of the Product; CHAPTER FIVE: Theory into Practice: Thirteen Expressions of Passion in Selling; CHAPTER SIX: From Passion to Execution; APPENDIX: Our Methodologies for Studying the Affluent and Wealthy; Notes; Index; About the Authors
Sommario/riassunto	The New Elite exposed the lives and minds of America's richest people. Now, the authors reveal what and how these titans of wealth buy...and how to sell to them.

2. Record Nr.	UNIORUON00005689
Titolo	A Medical Text in Khotanese Ch, II 003 Of the India Office Library / ed. by Sten Konow
Pubbl/distr/stampa	104 p. ; 24 cm
Edizione	[Oslo : I Kommisjon hos Jacob Dybawd]
Descrizione fisica	With translation and vocabulary
Classificazione	AC III A
Soggetti	Lingua cotanese - Testi
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia