

1. Record Nr.	UNINA9910796953803321
Autore	Bhandari Preety
Titolo	Monitoring, reporting, and verification manual for clean development mechanism projects // Asian Development Bank
Pubbl/distr/stampa	Mandaluyong City, Metro Manila, Philippines : , : Asian Development Bank, , 2016
ISBN	92-9257-400-0
Descrizione fisica	1 online resource (xii, 104 pages)
Disciplina	363.7387456095
Soggetti	Climatic changes - Government policy - Asia Climatic changes - Government policy - Pacific Area Global warming - Government policy - Asia Global warming - Government policy - Pacific Area Greenhouse gases - Government policy - Asia Greenhouse gases - Government policy - Pacific Area International trade - Environmental aspects
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	"Publication stock no. TIM157723-2"--Verso of title page.
Nota di bibliografia	Includes bibliographical references.

2. Record Nr.	UNINA9911019629403321
Autore	Harding Ford
Titolo	Creating rainmakers : the manager's guide to training professionals to attract new clients // Ford Harding
Pubbl/distr/stampa	Hoboken, N.J., : John Wiley & Sons, c2006
ISBN	9786610517299 9780470316016 0470316012 9781118429686 1118429680 9781119202158 1119202159 9781280517297 1280517298 9780470046999 0470046996
Descrizione fisica	1 online resource (290 p.)
Disciplina	658.8
Soggetti	Professions - Marketing Personnel management Professional employees - Training of
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Originally published: Holbrook, Mass : Adams Media, 1998.
Nota di bibliografia	Includes bibliographical references (p. 259-265) and index.
Nota di contenuto	CREATING RAINMAKERS: The Manager's Guide to Training Professionals to Attract New Clients; Contents; Acknowledgments; Introduction; Chapter 1: What Is a Rainmaker?; Chapter 2: What Rainmakers Know or the Mathematics of Selling; Chapter 3: How Rainmakers Think or the Skill of Optimism; Chapter 4: What Rainmakers Do or the Power of Systems; Chapter 5: Limits to the Rainmaker Model; Chapter 6: Targeting and Positioning; Chapter 7: Creating Value with Ideas; Chapter 8: Finding a Lead Generation Approach That Works; Chapter 9: Building Relationships That Produce Business Chapter 10: Questioning and Synthesizing Methods Chapter 11:

Anecdotal Selling; Chapter 12: Finessing a Sale; Chapter 13: After You Are Hired; Chapter 14: Creating Rainmakers; Conclusion; Introduction to Appendices; Appendix A: Recruiting Rainmakers; Appendix B: Compensating Professionals for Making Rain; Appendix C: Three Legs of a Stool; Appendix D: Creating Presenters; Endnotes; Index

Sommario/riassunto

Every manager of a professional firm realizes that generating leads and landing new clients are critical components of any successful business venture. But transforming accountants, architects, attorneys, consultants, engineers, and other professionals into client-generators is not always easy to do. Divided into two comprehensive parts—The Rainmaker Model and The Elements of Rainmaking—Creating Rainmakers outlines all the steps you should take to turn your professional staff into a powerful team of sales winners. Filled with in-depth insight and practical advice, this book will
