

1. Record Nr.	UNISA990000944320203316
Autore	Seminario sul tardoantico e l'altomedioevo in Italia centrosettentrionale
Titolo	<5. ; 1994 ; Monte Barro-Galbate> Città, castelli, campagne nei territori di frontiera (sec. 6.-7.) : 5. Seminario sul Tardoantico e l'Altomedioevo in Italia centrosettentrionale : Monte Barro, Galbate (Lecco), 9-10 giugno 1994 / a cura di Giampiero Brogiolo
Pubbl/distr/stampa	Mantova, : G.P. Brogiolo & S. Gelichi, c1995
ISBN	88-87117-05-2
Descrizione fisica	246 p. ; 30 cm
Collana	Documenti di archeologia ; 6
Disciplina	945.015
Soggetti	Insedimenti - Italia centro-settentrionale - Zone di confine - Sec. 6. -7. Architettura - Italia centro-settentrionale - Zone di confine - Sec. 6.-7.
Collocazione	XII.1. Coll.4/ 3(X B COLL. 132/6)
Lingua di pubblicazione	Italiano
Formato	Materiale a stampa
Livello bibliografico	Monografia

2. Record Nr.	UNINA9910782426603321
Autore	Vieira Walter <1938->
Titolo	The new sales manager [[electronic resource] ] : challenges for the 21st century / / Walter Vieira
Pubbl/distr/stampa	Los Angeles, : Response Books, 2007
ISBN	93-5150-022-5 1-281-96550-2 9786611965501 81-7829-984-4
Edizione	[2nd ed.]
Descrizione fisica	1 online resource (204 p.)
Disciplina	658.8/1 658.81
Soggetti	Sales management Management
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di contenuto	Cover; Contents; Preface; Acknowledgements; Th e Trauma of Promotion; From Caterpillar to Butterfly; Serious Deficiencies of Salesmen; A Difficult and Challenging Job; Comparative Analysis-Top Problems in Sales Force Management; Qualities Liked and Disliked; Attributes for Success; Managing the Job; Managing Time; Key Role in Corporate Planning; The Planning Process; Selecting and Recruiting Salesmen; Focused Salesmen Training; Planning the Itinerary; Effective Communication; Beyond Words; Written Reports; Making Meetings Work; Morale and Motivation; Effective Control Appraising and Developing SalesmenDiscussing the Appraisal; The Salesman Who Won't Improve; Common Errors; A Focus on Ethics; Values and the Sales Manager; Age of Networking and Cooperation; The Sales Manager in the 21st Century; Ten Commandments; Sample Forms; About the Author
Sommario/riassunto	The second edition of The New Sales Manager is an enormously useful. book that provides practical advice and a sound foundation in sales management. to young managers. It is also an interesting, quick revision for senior sales. managers who want to revisit the theory of

sales management, in a painless, and, perhaps, entertaining way. Covering the entire range of functions of a sales manager, the book has been, thoroughly revised and includes plenty of illustrations, Real-life anecdotes, and caselets to match the changes in the business environment.

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