

1. Record Nr.	UNINA9910787085803321
Autore	Taylor Brian <1966->
Titolo	Consultative selling skills for audiologists / / Brian Taylor
Pubbl/distr/stampa	San Diego, California : , : Plural Publishing, , [2012] ©2012
ISBN	1-59756-694-2
Descrizione fisica	1 online resource (257 p.)
Disciplina	617.8/9068
Soggetti	Medical care - Marketing
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	The path to understanding the patient, yourself & the business -- The science of selling -- You said what? Basic communication skills -- The discovery process -- The commitment process -- Improving your skills during your career journey.
Sommario/riassunto	This book outlines a specific system that blends several innovative clinical tests, such as the QuickSIN and Acceptable Noise Level test, with proven interpersonal communication strategies that enhance the audiologist's persuasiveness in a commercial working environment. Based on nearly 20 years of experience, the author shares case studies to illustrate common clinical scenarios routinely encountered in a busy dispensing practice, and how a selling system can help increase effectiveness.

2. Record Nr.	UNISA996669372303316
Titolo	His Majesties speech on the scaffold at White-Hall on Tuesday last Jan. 30 before the time of his coming to the block of execution : and a declaration of the deportment of the said Charles Stuart before he was executed to the great admiration of the people : and a proclamation of the Commons of England assembled in Parliament to be published throughout the Kingdoms prohibiting the proclaiming of any person to be King of England, Ireland or the dominions thereof : also A letter from the north to a member of the Army containing the declaration and resolutions of the Northern Army touching the late King of England and the lofty cedars of the city of London
Pubbl/distr/stampa	[London], : Printed for R.W., [1649]
Descrizione fisica	Testo elettronico (PDF) 6 p.)
Altri autori (Persone)	Charles, King of England, <1600-1649.>
Lingua di pubblicazione	Inglese
Formato	Risorsa elettronica
Livello bibliografico	Monografia
Note generali	Riproduzione dell'originale presso la Harvard University Library. Altri collaboratori: Charles I, King of England, 1600-1649.