

SQL The **Quality** **Sales** **Leadership** System for Today's Financial Executive

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and Jeffrey N. Senné

Quality Sales Leadership System For Todays Financial Executive

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Quality Sales Leadership System For Today's Financial Executive:

The Quality Sales Leadership System for Today's Financial Executive Niki Nicastro McCuiston, Jeffrey N. Senné, 1993 This is the only book that gives bank managers the practical tools they need to become effective sales leaders and to develop a dynamic successful sales culture It builds on practices developed by the co authors who argue that any financial institution can maximize profitability by combining the principles and practices of leadership with those of sales management and applying them to everyone in the organization Topics discussed include defining a strategy and vision developing lines of communications building relationships and empowering people monitoring and tracking performance coaching directing and controlling the sales force and putting it all together by setting sales goals in motion **Publisher's Monthly**, 1996 **American Book Publishing Record Cumulative 1993** R R Bowker Publishing, 1994-03 Cited in BCL3 Sheehy and Walford Compiled from the 12 monthly issues of the ABPR this edition of the annual cumulation lists by Dewey sequence some 41 700 titles for books published or distributed in the US Entry information is derived from MARC II tapes and books submitted to R R Bowker and **Bank News**, 1993 Whitaker's Books in Print, 1998 *Marketing Information* Hiram C. Barksdale, Jac L. Goldstucker, 1995 **The Cumulative Book Index**, 1995 A world list of books in the English language **Subject Guide to Children's Books in Print 1997** Bowker Editorial Staff, R R Bowker Publishing, 1996-09

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