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Telephone Sales Management and Motivation Made Easy Valerie Sloane, Theresa Arvizo Jackson, 1996-03 With this book you ll learn how managing with a personal touch decreases turnover and helps you lead your team to celebrate success and transcend stress **Sales Management Made Easy** Ron Martin, 1996-12-01 **Sales Hiring Made Easy** Rakesh

Sharma, Unlock the secrets to building a champion sales team with Sales Hiring Made Easy This comprehensive guide takes you step by step through the entire hiring process from sourcing top talent to onboarding your new sales champions With expert strategies interview techniques and practical templates you ll be equipped to find and hire the best salespeople for your business Whether you are a seasoned HR professional or a small business owner this book is your ultimate resource for creating a winning sales team that drives success **Inventory Management MADE Easy** Vinod Kumar

(Educator), 2020-06-06 Aim of Inventory Management MADE EASY is to simplify all the concepts of inventory and its better management We have included all concepts from planning of inventory to its control We also added track of inventory by proper its accounting management You will learn its accounting it will be easy for you to track your inventory in the form of its monetary value in your financial statements Whether you are stock keeper or production manager or sales manager or inventory manager or just starting your career in factory or inventory management this ebook will surely be valuable to understand its fundamentals **Supply Chain and Logistics Management Made Easy** Paul Myerson, 2015 This easy

guide introduces the modern field of supply chain and logistics management explains why it is central to business success shows how its pieces fit together and presents best practices you can use wherever you work Myerson explains key concepts tools and applications in clear simple language with intuitive examples that make sense to any student or professional

Financial Management : Made Easy Dr. Parag Joshi I Dr. Hitesh Vaswani I Dr. Bharat Kothiram Patle , 2022-10-22

Finance is one of the crucial prerequisites to start any business Further a sufficient corpus of funds and efficient financial management is required throughout a business s lifetime and even when a company is sold or wound up Therefore funds need to be managed regulated as per procedures and monitored at every step of the business lifecycle In simple terms financial management is the business function that deals with investing the available financial resources in a way that greater business success and return on investment ROI is achieved Financial management professionals plan organize and control all transactions in a business They focus on sourcing the capital whether it is from the initial investment by the entrepreneur debt financing venture funding public issue or any other sources Financial management professionals are also responsible for fund allocation in an optimized way to ensure greater financial stability and growth for the organization The purpose of this study Material is to present an introduction to the subjects of Commerce and Management The book contains the syllabus from basics of the subjects going into the intricacies of the subjects All the concepts have been explained with relevant examples and diagrams to make it interesting for the readers An attempt is made here by the authors to assist the

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Human Resource Management Made Easy Mike Gill,2021-06-29 Human Resource Management made Easy is exactly what it says it is a book that makes the complex world of recruitment contracts workforce development and everything else to do with employing people as simple and accessible as possible This book is designed for the busy manager of a small business or charity with no access to a Human Resource Department the aspiring professional taking their first steps towards a career in this exciting profession and anyone simply wanting to know that bit more about the management motivation and development of people in the workplace The author takes all the common areas that managers ask of HR professionals in large and complex organisations and makes sense of it for the smaller business or organisation Mike takes the reader on a journey through the employee life cycle from pre employment through recruitment workforce and individual development to the parting of ways using combinations of step by step activities models and anecdotes from his extensive experience in the business of human resources By following the advice within this book and putting the actions it describes into practice the reader will gain both skills and knowledge in the art of human resource management

Financial Management Made Easy 'Self-Tuition Approach' Concise Second Edition DR. BEN EBO ATTOM,MR. JOHN KWENING MBROH,DR. YAW NDORI QUEKU,2024-06-08 Financial Management Made Easy Self Tuition Approach Concise Second Edition is designed for students in higher education especially those in technical universities pursuing accounting and finance diplomas HNDs or bachelor s degrees This book with 23 chapters provides a structured introduction to finance empowering educators and learners alike to tackle key topics confidently It features over 175 review questions and 125 worked examples to aid self tuition especially for exams Each chapter begins with an introduction and objectives followed by definitions and theoretical concepts and concludes with trial questions key terms references and a further reading list

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