

Sales Manager Wizard



[Tools]

[Participation]

(Talent + Skills + Knowledge) x (Effort + Activity) = Results

Results/Time = Performance

Sales Management

Creating sustainable performance that meets / exceeds required measurable standards

Manager's Tools

- Goal, Objective, Strategy, Tactics
- SWOT
- Modeling
- Mapping
- Problem vs. Symptom Analysis
- Systemic thinking
- Skill vs. Will

Manager's Key Skills

- Administrative
- Communications
- Interpersonal
- Leadership
- Organizational savvy

Manager's Key Duties

- Selecting Employees
- Promoting Achievement
- Minimize Failure
- Define relevant outcomes
- Measure Success Factors

Manager's Key Characteristics

- Authenticity
- Integrity
- Conviction
- Legitimacy

Manager's Key Credibility Factors

- Competence
- Connection
- Character

Manager's Role

- Steward
- Trustee
- Advocate



The rivers of Choice and Chance

Selected Sales Axioms

• A professional is not known by the business he is in but by the way he is in business.

• Concern + Competency = Trust

• If two people want to do business together, details will not interfere

• Perceived value is the only basis for a prospect to move forward

• The revolution in sales is that the benefit must now accrue prior to the transaction

• It's only a benefit if the customer says so.

• Nothing is overpriced unless it is undervalued

• Nobody buys a product or service, People buy what they think will create possibilities for them or they buy results

• What does the customer want to accomplish? What is being

- Sold
- Serviced
- Managed

Sales Wizards Secrets Of Sales Management

Erika J. Fischer, Heinz-D. Fischer



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The Sales Wizard's Secrets of Sales Management Brian L. (Brian Lloyd) Jeffrey, SalesForce Training & Consulting Inc, 1995 **Salesforce.com Secrets of Success** David Taber, 2013 New Tools and Best Practices for Driving More Sales and Profits with Salesforce.com From Chatter to the Service Cloud Salesforce.com now offers unprecedented opportunities to supercharge business performance But most SFDC customers won't achieve that potential Salesforce.com R Secrets of Success Second Edition is the one guide that will help you transform these opportunities into profit Drawing on his personal experience with more than a hundred deployments David Taber guides you through every aspect of Salesforce.com planning implementation and management Building on a first edition that earned rave reviews Taber focuses on the most valuable innovations in Salesforce.com's most recent releases Reflecting all that's been learned about making Salesforce.com work Taber offers results focused best practices for sales marketing customer service finance legal IT and beyond You'll find indispensable new insights into accelerating user adoption achieving stronger operational results and overcoming today's key obstacles to maximizing the value of Salesforce.com New coverage in this revised edition includes Using the Service Cloud to cut costs accelerate time to revenue improve agility and maximize customer lifetime value Leveraging tablets and smartphones to build your CRM strategy Identifying prospects and delighting customers through Salesforce.com's Social CRM capabilities Promoting more effective internal and external collaboration with Chatter Identifying best practices for going all Cloud and managing the attendant risks Establishing realistic hard and soft metrics for everything from productivity and profitability to social CRM performance Discovering today's most valuable third party AppExchange products Together with its companion website SFDC secrets.com this new edition offers updated questionnaires worksheets templates checklists and other resources for every executive team member developer and stakeholder

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but tires came in earlier this week can anyone give me the torque values for the various

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web if you are unsure of the proper torque value to use here is a general chart of fastener torque values this table is based
upon grade 5 fasteners generally used harley davidson motorcycles fastener size torque ft lbs 8 14 in lbs 10 22 in lbs 1 4 10 ft
lbs 5 16 19 ft lbs 3 8 33 ft lbs