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BEFORE

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# Make It Happen Before Lunch 50 Cut To The Chase Strategies For Getting The Business Results You Want

**Stephan Schiffman** 

Make It Happen Before Lunch 50 Cut To The Chase Strategies For Getting The Business Results You Want: Make the Sale Happen Before Lunch: 50 Cut-to-the-Chase Strategies for Getting the Business Results You Want (PAPERBACK) Stephan Schiffman, 2011-12-01 Stephan Schiffman can make a believer and a winner out of almost anyone Ken and Daria Dolan former hosts of CNN's Dolans Unscripted All great salespeople have one skill in common They know how to build powerful relationships that benefit everyone Stephan Schiffman America's top sales trainer has taught this maxim with impressive results to more than 600 000 salespeople at some of the world's top companies In Make the Sale Happen Before Lunch he offers 50 proven easy to implement strategies you can use to Get your next phone call returned Set up a meeting with a reluctant prospect Formulate one simple question to learn where you stand with your contact Rebound instantly from real or perceived obstacles Frame questions to get a favorable response Recast your product to fit your contact's specific needs Once you master Schiffman's 50 cut to the chase strategies you'll get in the habit of setting something important in motion for the future each and every business day **American Book Publishing Record** Sicher auftreten im Technischen Vertrieb Dirk Preußners, 2012-02-12 Nur mit Fachkompetenz allein gelingt es heute nicht mehr hochwertige technische Produkte zu vertreiben Erst durch sicheres Auftreten bekommt man die Gelegenheit seine Fachkompetenz unter Beweis zu stellen und seine Kunden professionell zu berzeugen Dirk Preu ners selbst ausgebildeter Ingenieur verf gt ber langi hrige Erfahrungen im internationalen Technischen Vertrieb Er beschreibt anschaulich und praxisorientiert wie Sie Ihr pers nliches Auftreten im Kundenkontakt mit wenig Aufwand verbessern k nnen um Ihre Vertriebserfolge zu steigern Mit anderen Worten Sie m ssen fachlich wie emotional berzeugen nur dann k nnen Sie das Gesch ft machen Dr Norbert Lohan VDI Verlag GmbH Neu in der 3 Auflage Interviews mit F hrungskr ften von Unternehmen mit technischen Produkten und Dienstleistungen die von ihren Erfahrungen berichten und Expertentipps αeben Sicheres Auftreten für Ingenieure im Vertrieb Dirk Preußners, 2007-11-26 Nur mit Fachkompetenz allein gelingt es Ingenieuren heute nicht mehr hochwertige technische Produkte zu vertreiben oder potenzielle Kunden zu berzeugen Der Autor beschreibt wie Mitarbeiter im technischen Vertrieb ihre Potenziale nutzen k nnen um ihr pers nliches Auftreten mit wenig Aufwand zu verbessern und so mehr Erfolg im Kundenkontakt zu haben Beruflich Profi oder Amateur? Dirk Preußners, 2008-04-08 Kompetenz ist die unabdingbare Voraussetzung fr beruflichen Erfolg Nicht immer ist fachliche Kompetenz sofort u erlich sichtbar Dieses Buch richtet sich an alle Ingenieure Naturwissenschaftler und Informatiker die gegen ber Kunden Gesch ftspartnern Vorgesetzten Kollegen und Mitarbeitern noch deutlicher Profil zeigen m chten Es l dt dazu ein zahlreiche Punkte die zum Sichtbarmachen der eigenen Kenntnisse und F higkeiten und damit zum beruflichen Erfolg beitragen zu berdenken und Verbesserungen sofort vorzunehmen Das Buch besticht durch seine absolute Praxisn he Gespr che ber Situationen des t glichen Gesch ftslebens mit Fach und F hrungskr ften aus der Industrie sowie mit Unternehmern und Freiberuflern haben zum Inhalt beigetragen Wer die Regeln kennt und beachtet seine innere Einstellung

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