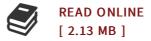




Sales Management: The Brian Tracy Success Library

By Brian Tracy

Amacom. Hardback. Book Condition: new. BRAND NEW, Sales Management: The Brian Tracy Success Library, Brian Tracy, The job of the sales manager is to recruit, manage, and motivate a top team of high-performing sales professionals. This book shows you how to do it. World-renowned sales expert Brian Tracy has spent decades studying what sets the most successful sales managers and professionals apart from the rest - and now in this pocket-sized guide, he distills these simple but powerful strategies. Readers will discover the six key characteristics of a winning sales team and learn how to: select and recruit sales champions; start them off on the right foot; establish clear; objectives; determine a sales plan; inspire singleness of purpose; demonstrate respect and appreciation; motivate people with the right incentives; boost their selfconcept to boost revenue; develop winners through continuous coaching and training; brainstorm sales solutions; use quality circles to increase engagement and explore improvements; measure results; conduct game-changing performance reviews; discipline effectively; de-hire poor performers; and lead by example. A compact but essential resource, Sales Management will help readers increase the effectiveness of their sales force, improve their bottom line, and advance their own career and satisfaction in the process.



Reviews

This is basically the best pdf i have read through until now. It is filled with knowledge and wisdom I am easily can get a enjoyment of studying a created book.

-- Dr. Carmine Hayes MD

An incredibly wonderful ebook with perfect and lucid explanations. I really could comprehended every little thing using this written e publication. It is extremely difficult to leave it before concluding, once you begin to read the book.

-- Tomas Flatley