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Genuine stock of consultants selling(Chinese Edition)

By LIU SHENG FENG BIAN ZHU

paperback. Condition: New. Ship out in 2 business day, And Fast shipping, Free Tracking number will be provided after the shipment. Paperback. Pub Date :2002-09-14 Publisher: Haitian basic information title: consultant selling original price: 15 yuan Author: Liu Shengfeng ed Press: Haitian Publication Date :2002-9-14 ISBN: 9787806547205 words: Page: Revision: Binding: Folio: Size and weight: Editor's Choice famous writer Gorky said: "work happy. life is paradise; work suffering. life is hell. "than happy thing to do is to leave the customer's office took the first sign a name check and Valentine's tryst! Had money to spare the life of the chisel high realm. successful salesman can reach this realm. Executive summary In today's increasingly competitive market. traditional marketing has been struggling consultant selling will be popular. This book will show you the consultant selling concepts. processes and skills. helping your career. The book expounded the philosophy. techniques. not only has a major role in guiding the sales personnel. and all walks of life are also important inspiration. Contents Preface General consultant selling process of Liu Shengfeng 1966 9 moonrise born in Shandong. has post-graduate in Shandong Normal University and Shanghai University of Finance and Economics. and a Bachelor of Arts...



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