



## Introduction to Lean Sales

By Introbooks

Createspace Independent Publishing Platform, United States, 2016. Paperback. Book Condition: New. 203 x 133 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.Your entire business is lean. Does that entire include the sales department? No? Well, you need to gear up and bring lean methodology to your sales team soon in order to make your business more prosperous. Many industrialists believe that sales team does not require lean principles, but if your whole firm is working together under one mantra, why keep the sales one deprived of it? This book comprises of total five chapters which guides you step by step about lean sales. This is very much suitable for industrialists who are left with the only sales team to go lean. This book isn't too lengthy or hard to comprehend. In fact, it is a comprehensive series, which is not only short but very easy to understand too. It discusses the following topics listed as follows: The selling crisis The basics What is lean selling How come a sale is different from other lean departments? How to make Lean Six Sigma works in sales? Example from real life Different projects Top ten secrets of lean...



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