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SALES TRAINING



Sales Training
Pre-Training Facets



Condition: New. Publisher/Verlag: LAP Lambert Academic Publishing | Pre-Training Facets | Sales become more complex and difficult in today's knowledgeable society. Ergo training needs to incorporate creativity and innovativeness, for accountable behaviours. Sales reps straightaway needs to compel standpoint and conduct of buyers. Nevertheless Training and Development activities stay as highest organizational priority. In 21st century, Training leverage competencies, behavioural and technological measures, essential to sustainability. As a consequence, plan for pre-training is effective variable. For that reason authors...

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- Authored by Das, Komal Khandelwal / Das, Subrata
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