



Leadership Is about Giving

By Norm Anderson

Xlibris Corporation. Paperback. Condition: New. 146 pages. Dimensions: 9.0in. x 6.0in. x 0.4in. Today's globally competitive landscape demands that all businesses, large or small, must have well trained, competent leaders and employees. Yet many companies can't afford professional help in all the necessary training areas or they don't have the required training materials to accomplish the job themselves. NOW THEY DO! Norman Anderson's vast experience as a salesman, trainer, teacher, executive, and consultant has served him well to author this practical, how-to training system. It will allow you to grow your company by growing your people through giving leadership. This book provides you with information you can use today to develop a sound business plan backed by realistic goals and proven techniques to hire the right people the first time. It illustrates how proper delegation improves time management and how evaluating your employees' productivity can produce optimum results. It will give you the training tools you need to increase your sales and establish a customer service program that will build referrals and retain your customers. It will also guide you in establishing an ethical culture in your company, which in today's environment, is a necessity. Investing in your employees by training...



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