



## Sales Training

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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 advocate Need Assessments as pivotal Pre-Training facets to execute impactful SALES TRAINING. Book offers a realistic preview to conceive professional sales team to dispense dynamic scenarios. A formal analysis enables trainer and managers to armed sales team with comprehensions of market orientation, skills in procedures, sales automation and tools. Thus end role ambiguity and transform average sales capital into star performers. Although Organizations are gratifying the development needs, hence complemented with relevant, recurring, periodic and structured interventions will lead salespersons to greater heights of professionalism. | Format: Paperback | Language/Sprache: english | 80 pp.



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