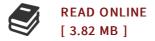


DOWNLOAD PDF

## Sales Management: The Brian Tracy Success Library

By Brian Tracy

Amacom. Hardback. Book Condition: new. BRAND NEW, Sales Management: The Brian Tracy Success Library, Brian Tracy, The job of the sales manager is to recruit, manage, and motivate a top team of high-performing sales professionals. This book shows you how to do it. World-renowned sales expert Brian Tracy has spent decades studying what sets the most successful sales managers and professionals apart from the rest - and now in this pocket-sized guide, he distills these simple but powerful strategies. Readers will discover the six key characteristics of a winning sales team and learn how to: select and recruit sales champions; start them off on the right foot; establish clear; objectives; determine a sales plan; inspire singleness of purpose; demonstrate respect and appreciation; motivate people with the right incentives; boost their self-concept to boost revenue; develop winners through continuous coaching and training; brainstorm sales solutions; use quality circles to increase engagement and explore improvements; measure results; conduct game-changing performance reviews; discipline effectively; de-hire poor performers; and lead by example. A compact but essential resource, Sales Management will help readers increase the effectiveness of their sales force, improve their bottom line, and advance their own career and satisfaction in the process.



## Reviews

Most of these ebook is the perfect publication readily available. I really could comprehended almost everything out of this created e pdf. I discovered this pdf from my dad and i recommended this book to find out. -- Vinnie Grant

This ebook might be worth a read, and superior to other. It is probably the most remarkable book i have got read. Its been designed in an remarkably straightforward way and it is merely soon after i finished reading this publication where really modified me, alter the way i really believe. -- Alex Zieme DDS