



La reunión de venta, momento de la verdad (Este capítulo pertenece a El libro de la venta directa): 1 (Spanish Edition)

Carlos Ongallo

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La entrevista con el cliente. La reunión de grupo: fases de la reunión; los asistentes; el ambiente de la reunión. La organización del tiempo del vendedor de venta directa: características del tiempo; tensión y sus consecuencias: el desgaste profesional; la tiranía de lo urgente; algunos malos hábitos. Resumen

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