

Profile of an Effective Communicator

"It's not what you say; it's how you say it—because personality always wins the day." — Arthur Miller

Devox (India) Limited: The Case of a Less Expensive Customer [Sunday, 11:40 a.m. The showroom of Devox Sports Shoes & Sportswear in a posh market of a metro. Mr. and Mrs. Oberoi walk towards the showroom from the parking lot holding a box of Devox shoes. Mr. Oberoi is an HR executive with a multinational company. He is dressed in a red t-shirt, a pair of long khaki shorts, and sandals. Mrs. Oberoi is wearing a plain, light blue salwar kameez. She is holding a shopping bag and a small purse. Mr. Oberoi enters the shop first as Mrs. Oberoi decides to linger outside to look at the display windows. On entering the shop, he is greeted by Rahul, a young sales executive trainee who is on a visit to the showroom from the company's headquarters.]

Rahul: Good morning, sir! May I help you?

Mr. Oberoi: Oh, yes. Well, I bought this pair of shoes from this shop last Sunday. I have just worn them twice. I have a feeling that they are from a seconds lot. (Tries to hand over the box, but Rahul has his hands behind his back.)

Rahul: Sir, we don't stock seconds in this showroom.

Mr. Oberoi: (Opening the box of shoes) It did strike me while I was buying the shoes but I was more keen on the colour; maybe that's why I overlooked it. (He points to the toes of the shoes.)

There is a difference between the two shoes here. The stripes are not aligned the same way. It seems to be a manufacturing defect. Rahul: (Looking at the shoes but with his hands still behind his back) Sir, this is the way they are designed. It is not a manufacturing defect.

Mr. Oberoi: (Getting closer to Rahul and trying to hand over the shoes so he could take a look) This can't be the design. It is an alignment defect and it looks like a seconds' pair.

Rahul: (Still not taking the shoes) Sir, I can show you other pairs. They are all made the same way. (He asks one of the shop assistants to get a couple of pairs of the same shoes, and moves on to attend to other customers. When he returns after about six minutes, he finds Mr. Oberoi trying on a different pair.) See, I said that they were all made the same way. It is the design, not a manufacturing defect.

Mr. Oberoi: Then I have a feeling that this showroom is selling defective pieces. They are not from fresh stock.

Rahul: Sir, as I have informed you, we do not keep any seconds in this showroom as a policy. In fact, we don't have much seconds stock because our production line is most modern.

Mr. Oberoi: (Picking up his pair of shoes) Anyway, I want to return them. I don't want to wear a defective pair.

Rahul: I am sorry, sir. We can't take these back. Our policy is not to take back goods that have been sold.

Effective Mibionary Communicator A Field Study Of The Mibionary Personality A Bgc Monograph

IM Harris



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web le coup de grâce folio t 6235 by joseph kessel le coup de grâce folio t 6235 by joseph kessel télécharger le temps sensible proust et l'expérience les trois femmes du consul fr rufin jean l'arige sous le gouvernement de la défense nationale extrait de la publication essais de définition d'ation d'nonciation ballast l'abccaire de virginia woolf