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Bernard Demory



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Forme sus vendedores Philippe Berne, Etienne, 1998-03 Cul es el perfil del buen vendedor Qu plan de formacin se debe seguir entrenar a nuestros empleados Qu asuntos debe tratar el plan de formacin Estos son algunos de los puntos que trata esta obra breve y clara Porque saber vender es algo muy serio NDICE A 9 buenas razones para formar a los vendedores B 5 ilusiones sobre la formacin C 9 ideas preconcebidas sobre la formacin D Tome en cuenta las habilidades necesarias E Los diferentes perfiles de vendedor F Pase de la expresin de las necesidades al diagnstico G 35 temas de formacin de los vendedores H Prepare un anteproyecto I Determine el plan de formacin J Elija opciones pedaggicas K Elija a sus participantes L Aprenda a trabajar con un consultor M Prepare la accin N Elabore un programa O Prevea soportes pedaggicos P Organice la accin Q Evaluacin y seguimiento

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Atienda bien el teléfono Chantal Bayart Van Hille, 1998-03 Atender bien el teléfono es toda una técnica que muy pocos dominan. Con esta obra conseguir en breve atender sus llamadas con simpatía, superar los casos difíciles, administrar mejor las llamadas, realizar un buen filtrado, aumentar sus reflejos ante casos extraordinarios. NDICE 1 Lugares comunes a propósito del teléfono 2 Administre sus llamadas telefónicas 3 El método E C O para un perfecto dominio del teléfono 4 La conversación telefónica 5 Est informado en lo referente al filtrado 6 Emplee fórmulas corteses y eficaces evite digas 7 Establezca cadenas simples acogedoras 8 Presente un mensaje telefónico eficaz 9 El descontento resreve un recibimiento positivo 10 Reformule tiene todo a ganar 11 Maneje metódicamente 12 casos difíciles 12 Haga del contestador automático un aliado 13 Los 5 puntos esenciales para establecer una relación telefónica de calidad *Cómo lograr una entrevista eficaz* A. Chevalier, 1998-03 La entrevista suele ser esa gran desconocida que muchos temen. Con esta obra descubrir cuáles son las condiciones óptimas de su desarrollo cómo intercambiar ideas cómo superar los bloqueos cómo concluir. NDICE 1 Reglas generales para lograr una entrevista eficaz 2 Un ejemplo de reunión informativa 3 Un ejemplo de audiencia 4 Un ejemplo de entrevista de intercambio 5 Usted habla el otro escucha 6 Hablan los dos en forma alternada 7 El otro habla usted escucha 8 El otro no puede hablar 9 El otro no le escucha 10 Usted no puede expresarse 11 Las condiciones materiales 12 La comodidad de su interlocutor 13 Cómo terminar la entrevista cuando usted es el conductor 14 El replanteo 15 Las actitudes 16 La empatía

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