



Straight to Great: The Sales Manager's Field Guide

By Jeffrie Story

Booksurge Publishing, United States, 2011. Paperback. Book Condition: New. 228 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****. Why don't more of my sales reps meet quota? How can I get them to do what I've already trained them to do? If you've ever asked yourself these questions, STRAIGHT TO GREAT: The Sales Manager's Field Guide has your answers. Developed from experience in many sales trenches, along with scientific research on behavioral change, Jeffrie Story provides the sales manager insights and practical skills. Story's underlying premise is that we don't own people-but we are renting their behaviors. That means sales managers are responsible for determining what behaviors they want to rent, and for making sure they get those behaviors, all while maintaining a motivated and goal-driven sales force. Sales managers can be the critical link to a company's success. Yet few know the difference between coaching and managing, or when to coach, when to manage, and how to effectively use both. When hired, they're expected to take off running in the right direction with the right skills. And they are usually the last group to get...



READ ONLINE

[1.98 MB]

Reviews

An exceptional pdf and the typeface utilized was fascinating to read through. It can be written in straightforward words and phrases instead of confusing. I am just quickly could possibly get a delight of looking at a written ebook.

-- Prof. Arlie Bogan

It is a single of the best book. This is for those who state there had not been a well worth reading through. Once you begin to read the book, it is extremely difficult to leave it before concluding.

-- Dr. Barney Robel Jr.

See Also



[Patent Ease: How to Write You Own Patent Application](#)

Createspace, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Patent Ease! The new How to write your own Patent book for beginners! Because you are a beginner; not a...



[Talking Digital: A Parent's Guide for Teaching Kids to Share Smart and Stay Safe Online](#)

Createspace, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book. It is time for the digital talk. Today, kids are growing up in a wired world. Their online interactions, the good and the bad,...



[No Friends?: How to Make Friends Fast and Keep Them](#)

Createspace, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Do You Have NO Friends? Are you tired of not having any friend and being lonely all the time...



[History of the Town of Sutton Massachusetts from 1704 to 1876](#)

Createspace, United States, 2015. Paperback. Book Condition: New. annotated edition. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.This version of the History of the Town of Sutton Massachusetts from 1704 to 1876 is a labor...



[Never Invite an Alligator to Lunch!](#)

Lucky Me Publishing, LLC, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****. NEVER Invite an Alligator to Lunch! delivers a fun, action-packed, entertaining story featuring delightful characters. The...



[To Thine Own Self](#)

Dog Ear Publishing, United States, 2011. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Carefree and self assured Carolyn loves her life. Her uncle runs the day-to-day details of her company leaving...
