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talks about the questions an entrepreneur or a sales executive will have in his her mind with respect to Sales These are not the sales questions you ask the customer These are the questions you ask yourselves to get clarity Getting answers to these questions will help you do your sales better I have also answered all the 108 sales questions My answers are only my perspective It may or may not be right You should get answers for your context More than answers these questions are very important I am hoping these questions will help you get more clarity and improve your sales *To Command Is to Serve* Rajat Saha,2019-02-01 First line Manager is the most important position in a Pharmaceutical Organization They play an essential role They form the backbone of pharmaceutical industry Today the role of a first line manager has changed in view of the changed environment They must possess leadership qualities They not only control appraise and analyze they also encourage improve and inspire medical representatives But how do you become a successful Pharma First Line Leader To Command Is To Serve provides the answer It gives you a complete framework for becoming a successful Pharma First Line Leader Among the significant features of this book are Leadership skills of a Pharma first line leader Supervision and Managerial functions of a first line leader Joint Field Work According to John Adair If communication is sister to leadership then motivation is brother This book will help you To understand what motivates medical representatives and To improve your communication skills If you are a first line leader or want to lead a team of medical representatives this book is for you

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one follow up attempt That sad reality presents a genuine opportunity In Follow Up and Close the Sale Jeff Shore offers research based insights into the customer s buying journey to teach sales professionals how to Create and maintain Emotional Altitude for the customer Leverage speed as an advantage Personalize follow up to fulfill customer needs and provide value Overcome the mental barriers that make follow up a difficult task Select the right follow up method Stay in touch without annoying the prospect Wake up tired leads Better yet this results oriented book will make the follow up process one often dreaded as a grueling chore to be genuinely enjoyable Effective follow up is relationship based service driven and emotionally positive It s about rituals and routines rhythms and the right attitude It s about not quitting when others give up Follow up is what separates the good from the great *India Today International*, 2004-04 **India Today**, 2004-04 **Education World**, 2004 Agriculture & Industry Survey, 2002 **Himāl**, 2002

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