



Sales Training

By Jim Mikula



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Sales Training focuses on three key skills that all sales professionals must have-thinking, communicating, and networking. Use this book to create fast-paced and productive sessions for new and experienced sales professionals. This book offers a structured and interactive way to quickly build skills that translate into sales success. The title includes accompanying electronic material, available via download, with ready-to-use presentations and electronic copies of all of the training materials and handouts.



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