

Ralph Roberts 52 Semanas Pdf

Ralph R. Roberts, John Gallagher

52 semanas para lograr éxito en sus ventas Ralph R. Roberts, John Gallagher, 2001-08 Los agentes de bienes raíces, los vendedores de automóviles, los agentes de Bolsa y hasta los padres que tratan de venderles a sus hijos las virtudes de realizar las tareas escolares tienen algo en común. Somos todos vendedores, y uno de los principales axiomas de la venta es que hay que enfrentar a la competencia, señala Ralph Roberts, apodado el vendedor más tímido de los Estados Unidos por la revista Time. Con estilo ameno y multiplicidad de ejemplos, el autor revela las reglas de oro que rigen el mundo de las ventas. La mayoría de la gente de ventas trabaja sin un plan anual. Aquellos que acostumbran planificar pueden dar testimonio de lo productivo que dicho plan les permite ser. Muchas veces tendrá que escoger entre obtener una comisión rápida o generar una relación de largo plazo con el cliente. La mayoría de los vendedores eligen la primera alternativa. Los verdaderamente competentes eligen la segunda. Estas son algunas de las 52 reglas que enuncia el especialista en su libro. Un vendedor es más que un simple agente de un producto o servicio sino que es un solucionador de problemas. Allí es donde encontramos nuestras mayores satisfacciones y nuestras mejores recompensas, concluye Roberts. Ralph Roberts, apodado el vendedor más terrible de los Estados Unidos por la revista Time, debido a sus logros, revela estrategias prácticas acordes con el entorno de ventas que caracteriza el fin del milenio: o Detectar oportunidades de negocios donde su competidor no las ve. o Aprender pautas para revertir una caída de ventas. o Saber cómo obtener lo máximo de sus clientes anteriores. y cuando deshacerse de un cliente. o Adquirir métodos seguros para obtener el máximo provecho de sus estrategias para generar contactos. o Aprender las claves para dirigir un negocio desde su hogar. Además, el autor presenta las historias y técnicas de otras superestrellas de las ventas en diferentes áreas del mercado. incluyendo publicidad. inversiones. automóviles.

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