

# Dilogo Entre Vendedor Y Cliente

**N. D. Lafuerza**

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Operaciones de venta LOBATO GOMEZ, FRANCISCO,LOPEZ LUENGO, MARIA ANGELES,2006-01-01 Este libro se acerca de forma amena y rigurosa, aportando soluciones, a la problematica que la venta representa para las empresas en las actuales condiciones economicas y de mercado. Los contenidos se desarrollan de forma secuenciada en funcion de la dinamica que presentan las operaciones de venta, respondiendo a las siguientes cuestiones: Que vender? A quien vender? En que entorno economico y juridico vender? Como vender? Con que medios tecnologicos vender?. La respuesta a las cuestiones planteadas se hace desde el punto de vista de la empresa comercial tomando como eje los elementos que componen la operacion de venta: producto, cliente, vendedor, tecnicas de comunicacion, negociacion y aplicacion de la tecnologia.

Gestión de la compraventa LOBATO GOMEZ, FRANCISCO,LOPEZ LUENGO, MARIA ANGELES,2005-01-01 Este libro

desarrolla de una forma amena y práctica el contenido curricular del modulo Gestión de la Compraventa perteneciente al ciclo formativo de grado superior Comercio y Marketing de la familia profesional de Comercio. El diseño se ha realizado a partir del análisis de los distintos proyectos curriculares de las CCAA, para conformar un índice de contenidos que responde a los objetivos que se plantean en todos y cada uno de ellos. La secuenciación de los contenidos, basada en la lógica interna del marketing y en el proceso de venta, que indica el orden de las tareas del vendedor, así como el equilibrio entre sus distintos tipos (conceptuales, procedimentales y actitudinales) lo hacen válido, además de para los alumnos del ciclo superior de formación profesional, para todos aquellos profesionales de la venta que quieran profundizar en su profesión o sistematizar sus tareas.

*Diálogo* ,1999

*365 trucos para vender más* Anne Miller,2003-12 Recoge : Sondear/indagar ; Escuchar ; Presentar ; Manejar las objeciones ; Cierre y seguimiento ; Negociación ; Establecimiento de relaciones ; Pensamiento creativo ; Trabajar de forma inteligente ; Actitud y motivación ; Mida su poder de venta.

**Cuadernos para el diálogo** ,1978

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