

《富爸爸忠告：销售狗Rich Dads Sales Dogs?》

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内容简介

Part of Robert Kiyosaki's Rich Dad's Advisor Series, this program offers high-quality sales and personal development strategies. Singer has a can-do approach that doesn't wait for help from bosses or other authority figures. He teaches unflappable salesmanship that is relentlessly positive, 100% committed, and totally focused on serving your customers. His insights about sales relationships are priceless, and he is articulate when dismissing sales approaches that are too aggressive, too general, or too short on passion and honesty. By leveraging your strengths, which Singer categorizes into five "breeds" of sales dogs, you can move past your competition in any product line or service. An intuitive lesson on how to be a high-quality sales professional. T.W. © AudioFile 2003, Portland, Maine-- Copyright © AudioFile, Portland, Maine --This text refers to the Audio CD edition.

By knowing the five basic breeds of people—the Pit Bull, the Golden Retriever, the Poodle, the Chihuahua, and the Basset Hound—readers will have the necessary insight to improve their selling savvy.

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