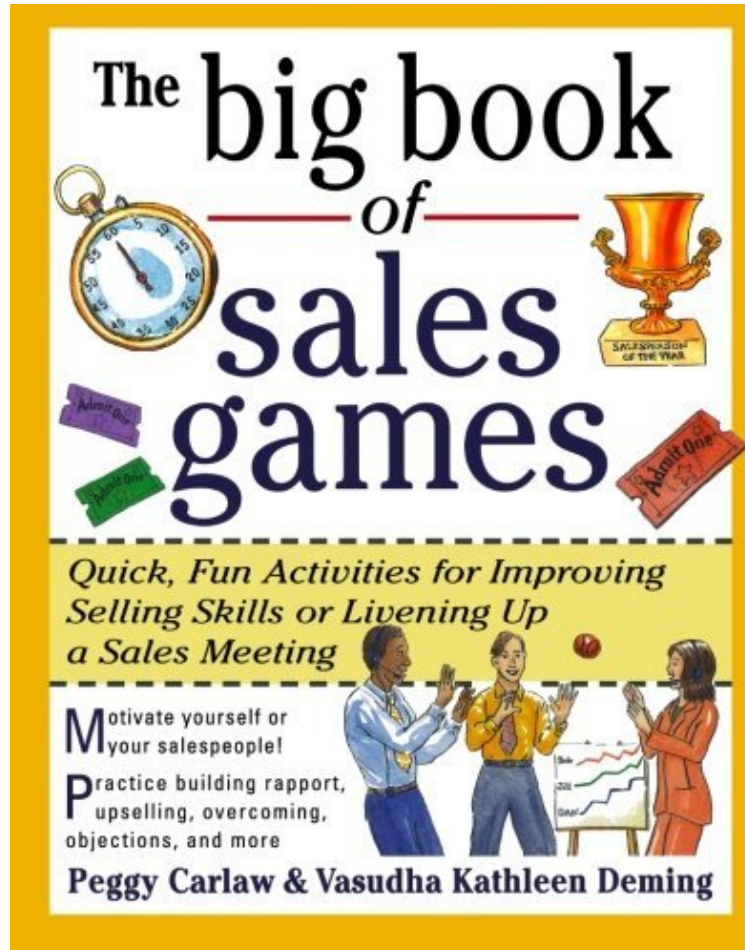


(Download) The Big Book of Sales Games (Big Book Series)

The Big Book of Sales Games (Big Book Series)

Peggy Carlaw, Vasudha K. Deming
audiobook | *ebooks | Download PDF | ePub | DOC



[Download](#)

[Read Online](#)

#284978 in eBooks 1999-04-22 1999-04-22 File Name: B001O2S8E8 | File size: 28.Mb

Peggy Carlaw, Vasudha K. Deming : The Big Book of Sales Games (Big Book Series) before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Big Book of Sales Games (Big Book Series):

0 of 0 people found the following review helpful. Five StarsBy Blue Grass TomGreat book!0 of 0 people found the following review helpful. Five StarsBy Sarah J WilliamsGreat! 1 of 1 people found the following review helpful. Not worth the read at any price for today's sales manager.By terry clarkOutdated, would not have purchased it had I known the content was developed for sales people over a decade ago. Only reason I gave it one star was to be able to make these comments so others wouldn't have to be disappointed as well. Great subject title, no content value.

Another book in the bestselling "Big Book of Business Games Series," "The Big Book of Sales Games delivers dozens of 5-20 minute games and activities designed to motivate salespeople, teach key selling principles, or just liven up a sales meeting.

From the Back Cover Packed with fun, engaging activities, *The Big Book of Sales Games* gives you simple, fast, and enjoyable ways to train and motivate sales staff--or yourself--for selling success. Learn how to: Master up-selling techniques for increased order value Polish communication skills to win sales and customer loyalty Tailor features and benefits to reach difficult buyers Sell more in any situation--on the phone, at the store, or in the field Build team spirit among your sales staff Ideal for individual development as well as group training, meetings, and presentations, this entertaining and effective book is the right tool for all sales, and sales management jobs! Play your way to higher sales. Toy with Success. When You Have to Say No. The Great Sales Debate. Problem-Busters. Sing for Your Supper. I Object! It's Not Just a Fruit. Product Partners. Would You Like Fries with Your Burger? Make It Personal. Mission Possible. Think on Your Feet. Hidden Rapport. Amateur Architects. And More! About the Author McGraw-Hill authors represent the leading experts in their fields and are dedicated to improving the lives, careers, and interests of readers worldwide McGraw-Hill authors represent the leading experts in their fields and are dedicated to improving the lives, careers, and interests of readers worldwide