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Disegnato in Italia Laura Galloni 2005

La vendita etica Alberto Aleo 2017-06-13T00:00:00+02:00 1060.262

Il venditore etico. Conquistare la fiducia del cliente con i fatti Daniela Andreini 2005

Out of office. Storie di manager che si sono reinventati il futuro 1989

Come vendere in negozio. Manuale per abbigliamento e calzature Vittorio Galgano 2004

Sulla crisi dell'attualismo Giuliano Campioni 1981

Visual merchandising. Dal marketing emozionale alla vendita visiva Antonio Provenzano 2012

Agente di moda Massimo Costa 2006

Innovative team Chris Grivas 2014-05-14T00:00:00+02:00 1796.278

Vendere come Jeff Bezos Carmine Gallo 2023-01-27T00:00:00+01:00 «La guida perfetta su come realizzare e vendere un'idea convincente.» Publishers Weekly COME E PERCHÉ LE STRATEGIE DI JEFF BEZOS HANNO RIVOLUZIONATO IL MODO DI VENDERE, COMPRARE E COMUNICARE AI CLIENTI Bezos ha riformulato le regole della comunicazione: come i leader scrivono, parlano e motivano il proprio team e i propri clienti. Perché non basta avere un'idea vincente: occorre saperla trasmettere e soprattutto persuadere gli altri a sostenerla. Giornalista e public speaker di fama internazionale, Carmine Gallo ha intervistato manager ed executives di Amazon per carpire i segreti di una comunicazione da 116 miliardi di dollari annui e ricavare un modello riproducibile, adattabile e spendibile in ogni tipo di business, attività o impresa. Una guida imperdibile al metodo Amazon, con segreti, consigli, trucchi e un modello innovativo per imparare a vendere le proprie idee, diventando giorno dopo giorno dei comunicatori brillanti come Jeff Bezos.

Value selling. Valorizzare i propri prodotti e sostenere il prezzo: una guida per il venditore di successo Domenico Malara 2005

La vendita in negozio va in scena. Passione, impegno e ingegno: il modello RTP© Chiara Scortegagna 2014-01-31T00:00:00+01:00 1060.251

How to sell in a store. Manual for clothing and footwear Vittorio Galgano 2006

Non ci sono più i clienti di una volta! Nuove strategie per nuovi clienti Charvet 2014

Fashion Branding 3.0 La multicanalità come approccio strategico per il marketing della moda AA. VV. 2011-04-21T00:00:00+02:00 585.2

La vendita persuasiva. Le strategie e le tecniche dei migliori venditori del mondo Gianpaolo Pavone 2011-06-28T00:00:00+02:00 1060.196

Come diventare un asso della vendita. L'arte di conquistare nuovi clienti e mantenerli fedeli per sempre Galgano 2014

Diventa il venditore che fa la differenza. Quando il talento accresce la competitività dell'impresa Tullio Miscoria 2014-02-18T00:00:00+01:00 1060.255

Comunicare il Circolo. Guida pratica alla comunicazione e alla promozione dei Circoli sportivi, del tempo libero, del wellness Stefano Lefèvre 2010-11-18T00:00:00+01:00 1060.195

Slalom tra le parole. Scrivere per sorprendere, coinvolgere, comunicare Daniela Salina 2011-03-08T00:00:00+01:00 1060.203

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Riforma del collocamento e mercato del lavoro Dunia Astrologo 1981

Venditori eccellenti con la PNL. Manuale pratico Fabio Pandiscia 2012

Come aprire un negozio o rilanciarlo Roberto Chiera 2019-03-15T00:00:00+01:00 È così vero che il mondo dei negozi è in crisi? Perché ci sono moltissimi negozianti che vanno male mentre altri arrivano al successo facendo fatturati sopra ogni aspettativa? Che cosa fa davvero la differenza? Questo è il primo libro scritto partendo dall'esperienza concreta di 50.000 negozianti iscritti alla Cliente School, che con le loro storie e le condivisioni quotidiane hanno permesso agli autori di tracciare un percorso che permette a tutti di capire come fare la differenza e come portare il proprio negozio al benessere economico. Avere un negozio redditizio e diventare un punto di riferimento per i propri clienti è possibile! Non ci sono segreti o formule magiche da applicare. Ciò che serve sono strategie concrete e provate dall'esperienza. Le storie che trovate in questo libro vi permetteranno di capire come muovervi nel modo giusto sia che vogliate aprire un nuovo negozio sia che decidiate di rilanciarne uno già esistente.

Teoria e pratica degli uffici stampa Mauro De Vincentiis 2005

Lavorare al call center. Manuale di formazione e autoformazione Antonello Goi 2005

Il negozio e la sua vetrina Giuseppe M. Jonghi Lavarini 1991

Essere e benessere. Idee e strumenti per valorizzare una spa Lucia Siliprandi 2007

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Selezione del personale e valutazione del potenziale nel retail e nella Grande Distribuzione. Esperienze, strumenti e tecniche Attilio Rossi 2013-04-24T00:00:00+02:00 1060.236

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