

**GET-REAL SELLING: YOUR PERSONAL COACH FOR
REAL SALES EXCELLENCE**

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On the other hand, in a smaller company, your tasks might be more varied than in a bigger company where you can perhaps concentrate on a certain kind of tasks. The Alpha Wolf decides what the pack will hunt and where they will be going every day.

Managers need to work with each salesperson helping them answer these questions. There are no discussion topics on this book. The Sales Excellence workshop is suited to delegates with a minimum of six months experience in their role. Riskshavetobetakentounderstandwherethelimitsare.Whilehowwehunthas
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