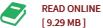




Sales: Games and Activities for Trainers (Paperback)

By Gary B. Connor, John A. Woods

McGraw-Hill Education - Europe, United States, 1997. Paperback. Condition: New. Language: English . Brand New Book. Games and other classroom activities can make training more fun, memorable, and effective. Sales Games and Activities for Trainers is the most useful-and completecollection of games, role-plays, activities, and other skill-building exercises ever collected for increasing the effectiveness of sales training. There are games and activities covering all aspects of selling, from making presentations to handling objections.



Reviews

I actually started looking over this publication. It really is rally interesting throgh studying period. Once you begin to read the book, it is extremely difficult to leave it before concluding.

-- Dana Hintz

Good electronic book and valuable one. It really is basic but unexpected situations in the 50 percent in the pdf. You wont really feel monotony at at any moment of your time (that's what catalogues are for concerning when you ask me). -- Elisa Reinger

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