



La motivación del equipo de ventas (Este capítulo pertenece a El libro de la venta directa): 1 (Spanish Edition)

Carlos Ongallo

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Los riesgos de la venta. Los incentivos a los vendedores. Necesidades y motivaciones: la jerarquía de las necesidades; dinámica de las necesidades básicas. La autoestima del vendedor. La información a los vendedores. Las oportunidades de ganancias para los vendedores. Las convenciones de los vendedores. Resumen.

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