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Tailored for seamless understanding, it offers a structured approach to train your salesforce effectively.

13 PAGES



Sales Executive Training Manual

Brendan G. Carr



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trainees in the workforce to have positive attitudes about learning training and education and how management can achieve market potential through implementing and measuring training programs This book describes how to assess each and every element of performance criteria and the facilities needed to achieve stated goals and objectives It also describes how to ensure that appropriate procedures practices and relevant documents are followed when dealing with customer orders to identify purchase orders and relevant strategies and provides all critical requirements when dealing with contractors and suppliers It also provides the necessary requirements needed when dealing with conflicting situation and teaches the trainees appropriate methodology and application required when planning and conducting assessment tasks within the hospitality industry

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