



30 Minuten Akquise-Telefonate (German Edition)

Claudia Fischer

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
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Trotz (oder gerade wegen) des stetig wachsenden E-Mail-Aufkommens nimmt die Bedeutung des Telefonierens nach wie vor zu. In diesem Buch wird klar und anschaulich beschrieben, wie sich im Business-to-Business-Bereich per Telefon erfolgreich Termine vereinbaren und Produkte oder Dienstleistungen vertreiben lassen. Der Leser erfährt, wie man sich optimal auf solche Gespräche einstimmt und vorbereitet, wie man am besten ins Gespräch einsteigt, herausfordernde Situationen meistert und den konkreten Verkaufsabschluss erreicht.

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