

Shop field coach - with CD(Chinese Edition)



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(Dr. Raven Ledner)

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paperback. Book Condition: New. Ship out in 2 business day, And Fast shipping, Free Tracking number will be provided after the shipment. Paperback. Pub Date :2012-12-01 Pages: 317 Publisher: Machinery Industry Press title: the shop field coach technology - including CD Original: 58 Author: Liang leap Miriam Publisher: Machinery Industry Publishing Date: 2012 -12-1 ISBN: 9787111402817 Words: 363.000 yards: 317 Edition: 1 Binding: Paperback: large 16 size and weight of the product: Editor's Summary for a company to open a store can only make a small amount of money. so multi-shop is an inevitable trend. As the company's market expansion strategy to determine the terminal number of shops will rapidly rise. which there is how to be able to effectively manage these shops. Copy the model shop engineering is a must. otherwise it will affect the entire system's normal operating smoothly. The implementation of the project copy the model shop principle is simple. is to carry on. That is to say. to take advantage of the the increasingly improved terminal system. faster dissemination of knowledge. broader and more effective use of the tools for the frontline sales staff to knowledge and information into strong sales. Replication of the model shop project requires a certain coach technical support. the shops coach came into being. shops coach the results of the model shop works can make full use of the day-to-day work in the terminal. The field coach field. including of model shop workflow services to promote. personnel management. on-site business to promote. Steering franchisee manager as shop employees the field feel and experience. Chapter Contents Preface the field coach Section I recognize shops shop field coach Overview shops field coach. shops coach core competencies - analysis technology field coach of the shop four key skills IV Coach of the shops on the ground...

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