



Leading the Sales Force: Number Fourteen of a Series of Modern Business Talks (Classic Reprint) (Paperback)

By Alexander Hamilton Institute

Forgotten Books, 2018. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. Excerpt from Leading the Sales Force: Number Fourteen of a Series of Modern Business Talks Scientifically conducted sales work is building up mammoth organizations. Standardization of methods is sought and obtained in sales departments no less than in the departments devoted to production and accounting. The value of team work, Cooperation, stimulation of effort by means of contests and prizes, and the infusion and cultivation of esprit de corps - the welding of a large number of different elements into one, live, homogeneous organization by means of personal contact directed toward building up the man along with the business - is realized as never before. About the Publisher Forgotten Books publishes hundreds of thousands of rare and classic books. Find more at This book is a reproduction of an important historical work. Forgotten Books uses state-of-the-art technology to digitally reconstruct the work, preserving the original format whilst repairing imperfections present in the aged copy. In rare cases, an imperfection in the original, such as a blemish or missing page, may be replicated in our edition. We do, however, repair the vast...



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