

Compendio estricto de la tecnica de ventas contemplada desde la vertiente mas moderna del marketing. Es util tanto para vendedores o profesionales de la venta, como para ejecutivos que manejan equipos de venta. Informa sobre la forma de negociar aportando los enfoques de la psicologia de la venta que resultan mas eficaces para lograr el objetivo perseguido: la satisfaccion del cliente.

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