



Sales: Games and Activities for Trainers (Paperback)

By Gary B. Connor, John A. Woods

McGraw-Hill Education - Europe, United States, 1997. Paperback. Condition: New. Language: English . Brand New Book. Games and other classroom activities can make training more fun, memorable, and effective. Sales Games and Activities for Trainers is the most useful-and complete-collection of games, role-plays, activities, and other skill-building exercises ever collected for increasing the effectiveness of sales training. There are games and activities covering all aspects of selling, from making presentations to handling objections.



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