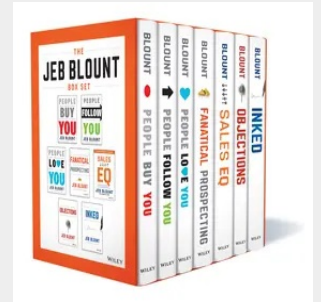


The Jeb Blount Box Set

The most comprehensive resource on sales development, leadership, and customer experience available, from bestselling author Jeb Blount. Jeb Blount is a bestselling author, a sought-after keynote speaker, and the CEO of Sales Gravy, a leading global training organization. His unique approach to human relationships in the workplace has made him one of the world's most influential thought leaders on sales, leadership, and customer experience. Jeb's books and training seminars have helped numerous corporations and tens of thousands of individuals accelerate sales and realize their maximum potential by leveraging emotional intelligence and interpersonal skills in customer-facing activities. The Jeb Blount Box Set is a must-have for everyone involved in sales, from senior managers and team leaders, to experienced and early-career sales professionals alike. This indispensable collection features seven of the author's most popular and powerful books: * People Buy You is the modern business classic on the art and science of interpersonal relationships, influence, and persuasion. Instantly create strong connections with your customers and prospects using Jeb's easy-to-follow, real-world action plan. * People Follow You shows managers how to leverage the principles of interpersonal relationships to inspire others to take action. Drive your team's loyalty and productivity to new heights with the practical techniques and on-the-job coaching skills every leader needs to understand. * People Love You reveals the hidden knowledge for creating legendary customer experiences. Find out how to interact with your customers in ways that build lasting emotional connections--and ensure long-term revenue and reliable profit streams. * Fanatical Prospecting is the definitive resource on the most important activity in sales and business development--prospecting. Join the ranks of top earners who have used Jeb's innovative approach to eliminate resistance, gain more appointments, and close more sales. * Sales EQ takes you on an unprecedented journey into the behaviors, techniques, and secrets of the highest earning salespeople in every industry and field. Learn how to keep prospects engaged, create true competitive differentiation, and shape and influence buying decisions. * Objections presents a new psychology for turning around objections--teaching you how to conquer your fear of "No" and become rejection proof in even the most difficult selling situations. Jeb's techniques will radically boost your confidence, your success, and your income. * INKED shifts the balance of power towards you at the sales negotiating table. Packed with the powerful strategies, tactics, techniques, skills, and human-influence frameworks you need to get a "Yes" and seal the deal! The methods, frameworks, and techniques Jeb provides have optimized success, built high-performing sales cultures, developed leadership and coaching skills, and transformed entire organizations around the world. The Jeb Blount Box Set will help you reach your peak performance--fast!



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