



## How to Become a Successful Manager

By Assey Gerard

Pustak Mahal, India, 2015. Paperback. Book Condition: New. 254 x 178 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.The book details the basics of Frontline Sales Management and broadly covers all aspects of managerial skills presented by a veteran with over two decades experience in sales and sales management with topics ranging from:  
\*Managing oneself in terms of time and priorities to setting goals  
\*Interviewing sales personnel, importance of training  
\*Conducting training workshops, delegation, problem-solving, managing meetings, caring for the customer. and lots more.  
The book will empower Sales Managers with winning strategies on various aspects of management applicable to any type of organisation, regardless of the product or service (with emphasis on on-going coaching skills and self-development the most important areas for any Sales Manager). Packed with powerful, practical insights, each chapter is written in an independent, easy-to-read manner. Bite-sized Bits on Common-sense Management is a book that no ambitious Sales Manager can afford to miss.



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### Reviews

*This is the finest book i have got study till now. It usually does not price a lot of. I found out this publication from my i and dad encouraged this book to understand.*

-- **Jamil Collins**

*Absolutely among the best book I have possibly go through. I have go through and that i am certain that i am going to gonna read through once again again in the future. I am just delighted to tell you that this is basically the finest book i have got go through within my personal existence and could be he finest book for ever.*

-- **Brian Bauch**