


[DOWNLOAD](#)


Selling Microsoft: Sales Secrets from Inside the World's Most Successful Company

By Walters, Ed

Adams Media Corp, 1997. Hardcover. Book Condition: New. Dust Jacket Condition: Fine DJ. 2nd Printing. Adams Media Corp 1997 2nd Printing New/Fine DJ In Plastic. Dayton, previously a sales and contract support manager for Microsoft, now heads Client-Centered Training, Inc., whose methods he espouses in his book. The method consists of several steps: identify prospective customers; qualify the possibility of purchase according to need, budget, buying authority, and time; verify that the customers understand why the purchase is appropriate and that the salesperson has addressed all their concerns; then ask the customers for their business. The author reveals little about Microsoft here, other than the "smoke and Windows" technique, a maneuver demonstrating a prototype that was not really functional. Dayton uses his methods for selling technical, high-dollar systems, but a salesperson could apply his methods in part or in modified form to other sales circumstances. Comprehensive, detailed, and motivational, this is recommended for any library with a business collection covering sales. Peggy D. Odom, Texas Lib. Assn., Waco 1997 Review "Selling Microsoft is jam-packed with ideas and techniques that will provide even the most experienced sales professional with new insights into sales success. An absolute "must read" for any sales person that...



READ ONLINE
[1.25 MB]

Reviews

Very beneficial for all type of folks. It can be rally intriguing throgh studying time. You will like how the writer publish this ebook.

-- **Nathan Cruickshank**

Totally one of the better pdf I have at any time read through. It really is simplified but shocks within the 50 % from the ebook. Once you begin to read the book, it is extremely difficult to leave it before concluding.

-- **Mariano Spinka**

Other Books



Crochet: Learn How to Make Money with Crochet and Create 10 Most Popular Crochet Patterns for Sale: (Learn to Read Crochet Patterns, Charts, and Graphs, Beginner s Crochet Guide with Pictures)

Createspace, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Getting Your FREE Bonus Download this book, read it to the end and see BONUS: Your FREE Gift chapter after...



You Shouldn't Have to Say Goodbye: It's Hard Losing the Person You Love the Most

Sourcebooks, Inc. Paperback / softback. Book Condition: new. BRAND NEW, You Shouldn't Have to Say Goodbye: It's Hard Losing the Person You Love the Most, Patricia Hermes, Thirteen-year-old Sarah Morrow doesn't think much of the fact that her mother winced a little...



Your Planet Needs You!: A Kid's Guide to Going Green

Macmillan Children's Books, 2009. Paperback. Book Condition: New. Rapidly dispatched worldwide from our clean, automated UK warehouse within 1-2 working days.



Kids Perfect Party Book ("Australian Women's Weekly")

ACP Books, 2007. Paperback. Book Condition: New. A Brand New copy, unused and unread. Dispatched by next working day from Hereford, UK. We can now offer First Class Delivery for UK orders received before 12 noon, with same-day dispatch (Monday-Friday) not including...



No Friends?: How to Make Friends Fast and Keep Them

Createspace, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Do You Have NO Friends ? Are you tired of not having any friend and being lonely all the time...



How to Make a Free Website for Kids

Createspace, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Table of Contents Preface Chapter # 1: Benefits of Having a Website Chapter # 2: Signing Up for a Website...