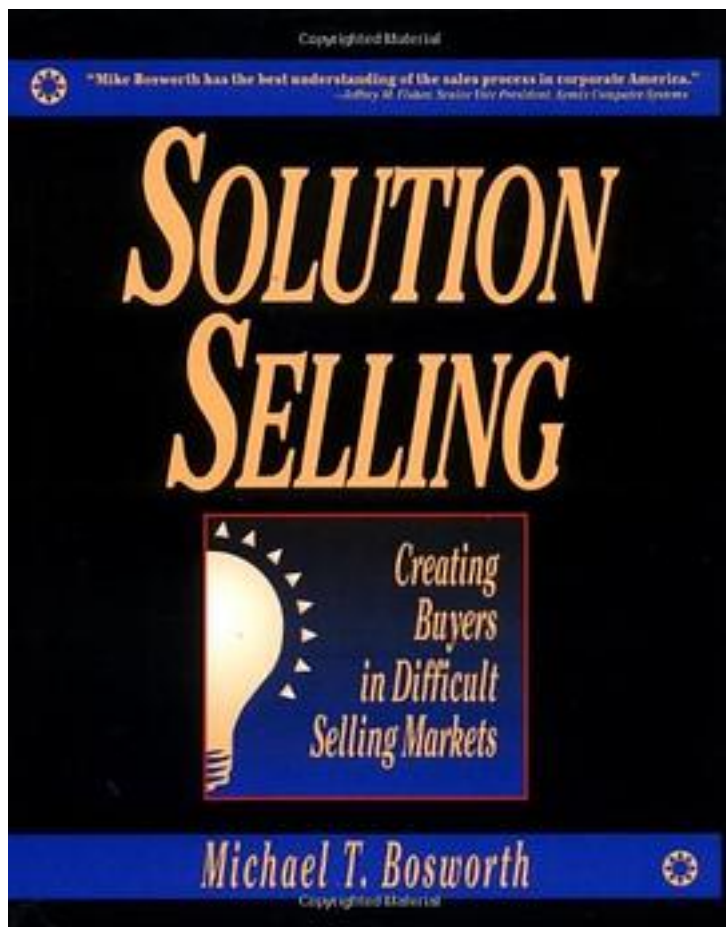


# Solution Selling



[Solution Selling\\_ 下载链接1](#)

著者:Bosworth, Michael T.

出版者:McGraw-Hill

出版时间:1994-9

装帧:HRD

isbn:9780786303151

""Solution Selling" is the most comprehensive sales and sales management process available today. Mike Bosworth has the best understanding of sales process in corporate America." - Jeffrey M. Fisher, Vice President, Symix Computer Systems.

作者介绍:

目录:

[Solution Selling\\_下载链接1](#)

## 标签

销售

思维方式

销售必读

逻辑学

方法论

sales

中西方文化

## 评论

很有启发

-----  
正在读，将解决方案销售理论系统化

-----  
[Solution Selling\\_下载链接1](#)

书评

-----  
[Solution Selling\\_下载链接1](#)