

Knock Your Socks Off Selling



Jeffrey Gitomer & Ron Zemke

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Guillaume Favre



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Delivering Knock Your Socks Off Service Ron Zemke, Performance Research Associates, 2003 Outlines the skills and techniques of providing superior customer service **Knock Your Socks Off Prospecting** William Miller, Ron Zemke, 2005

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the most common causes of conflict including the Me Generation's frustration with Gen Yers' constant desire for feedback and the challenges facing Gen Xers sandwiched between these polarities. *Generations at Work* offers practical spot-on guidance for managing the differences with consideration to each generation's unique needs. Along with the author's insights for managing a workforce with different ways of working, communicating and thinking, this invaluable resource offers in-depth interviews with members of each generation, tips on best practices from companies successfully bridging the generation gap and a mentorship field guide to help you support the youngest members of your team. *Generations at Work* has the tools that are key to helping your workforce interact more positively with one another and thrive in today's wildly divergent workplace culture.

Sell Yourself Fred Berns, 1998-04 **Tips and Traps When Selling a Home** Robert Irwin, 1997 Updates you on new tax advantages, broker alternatives, environmental minefields, triumphing in down markets and other vital concerns.

Kiss and Sell C. K. Lendt, 1997 A behind-the-scenes look at the mix of hard rock and business, this insider's tell-all shows how images are built, money is made and profits are spent. **Managing Knock Your Socks Off Service** Chip R. Bell, Ron Zemke, David Zielinski, 2007 The bestselling customer service management book is back and better than ever with new tips, strategies and examples from how to find and retain service-oriented people to recognizing and rewarding good performance.

Sustaining Knock Your Socks Off Service Thomas K. Connellan, Ron Zemke, 1993 Ron Zemke shook up the service industry with his two bestselling books on delivering and managing knock your socks off service. Now he and Tom Connellan, a leading authority on the behavioral aspects of service quality, describe the powerful strategies that companies need to know to hang on to the efforts they started in the gold rush toward service quality. **Wow! Resumes for Sales and Marketing**

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Whispering the Techniques of Language: An Psychological Quest through **Knock Your Socks Off Selling**

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