



Vendo meglio...se so chi sei!! (Italian Edition)

Alessandro Carrafiello, Giuseppe Massaiu

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Il libro introduce un innovativo metodo di conoscenza nelle tecniche di vendita e management: l'analisi morfopsicologica.

Con semplicità ci indica come gestire al meglio le relazioni, dei collaboratori e dei potenziali clienti attraverso l'attenzione alla psicologia dell'individuo.

Sviluppando tecnica e sensibilità saremo in grado di ottenere successi insperati nelle vendite, nel management delle persone in azienda e non solo!

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