

101 Stupid Things

Salespeople

Do To Sabotage Success



Mark S. Loper



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Paul J. Jerome



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strategies these salespeople and their managers can apply to stop the destruction before it's too late Each segment on a self-destructive behavior includes a worksheet with strategies and exercises for salespeople to use as well as several tips and ideas for sales managers who want to recognize these behaviors and work to keep their salespeople on a more positive path

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