

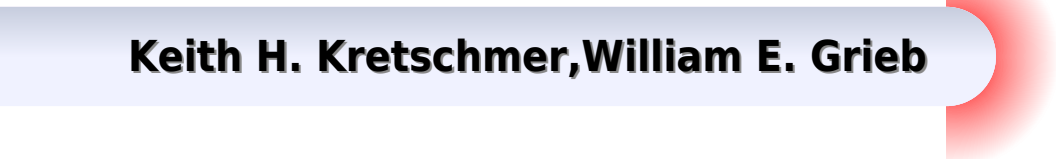


TELEPHONE TECHNIQUES

- **Course Objectives**
- To develop your telephone call management skills.
- To help you to improve communication with your customers (internal and external).
- To help you to handle difficult callers and complaints.
- To show you how to control the conversation.
- To improve your listening skills.

Telephone Techniques That Sell

Keith H. Kretschmer, William E. Grieb



Telephone Techniques That Sell:

Telephone Tips That Sell! Art Sobczak,1996-04 In Telephone Tips That Sell Art Sobczak gives you proven time tested real world common sense techniques for using the phone in all parts of the sales process Every salesperson uses the phone whether it be to prospect service manage accounts or handle the entire sales process this book helps you to do it easier more successfully and helps you eliminate that morale shattering rejection that stops many salespeople from picking up the phone

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