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Xiaolong Qi

Product Demos That Sell Steli Efti,2015-12-24 This is the no B.S. guide to presenting software like a pro. If you're a SaaS startup founder or sales rep, you'll learn to: Ensure prospects attend your demos Discover why your demos fail to close the deal Better differentiate yourself from competitors Customize your demo to your prospects' needs Improve your demo-win rates Deal with questions and objections during the demo Expertly handle bugs and demo fails Giving successful product demos is not rocket science. Anybody can do it-if you've got the right blueprint.

SPIN® -Selling Neil Rackham,2020-04-28 True or false? In selling high-value products or services: 'closing' increases your chance of success; it is essential to describe the benefits of your product or service to the customer; objection handling is an important skill; open questions are more effective than closed questions. All false, says this provocative book. Neil Rackham and his team studied more than 35,000 sales calls made by 10,000 sales people in 23 countries over 12 years. Their findings revealed that many of the methods developed for selling low-value goods just don't work for major sales. Rackham went on to introduce his SPIN-Selling method. SPIN describes the whole selling process: Situation questions Problem questions Implication questions Need-payoff questions SPIN-Selling provides you with a set of simple and practical techniques which have been tried in many of today's leading companies with dramatic improvements to their sales performance.

The Challenger Sale Matthew Dixon,Brent Adamson,2011-11-10 What's the secret to sales success? If you're like most business leaders, you'd say it's fundamentally about relationships-and you'd be wrong. The best salespeople don't just build relationships with customers. They challenge them. The need to understand what top-performing reps are doing that their average performing colleagues are not drove Matthew Dixon, Brent Adamson, and their colleagues at Corporate Executive Board to investigate the skills, behaviors, knowledge, and attitudes that matter most for high performance. And what they discovered may be the biggest shock to conventional sales wisdom in decades. Based on an exhaustive study of thousands of sales reps across multiple industries and geographies, The Challenger Sale argues that classic relationship building is a losing approach, especially when it comes to selling complex, large-scale business-to-business solutions. The authors' study found that every sales rep in the world falls into one of five distinct profiles, and while all of these types of reps can deliver average sales performance, only one-the Challenger- delivers consistently high performance. Instead of bludgeoning

customers with endless facts and features about their company and products, Challengers approach customers with unique insights about how they can save or make money. They tailor their sales message to the customer's specific needs and objectives. Rather than acquiescing to the customer's every demand or objection, they are assertive, pushing back when necessary and taking control of the sale. The things that make Challengers unique are replicable and teachable to the average sales rep. Once you understand how to identify the Challengers in your organization, you can model their approach and embed it throughout your sales force. The authors explain how almost any average-performing rep, once equipped with the right tools, can successfully reframe customers' expectations and deliver a distinctive purchase experience that drives higher levels of customer loyalty and, ultimately, greater growth.

Wrox SharePoint 2010 SharePoint911 Three-Pack Todd Klindt, Shane Young, Jennifer Mason, Laura Rogers, Randy Drisgill, John Ross, Larry Riemann, Amanda Perran, Shane Perran, Jacob J. Sanford, Paul Stubbs, Steve Caravajal, 2012-02-25 The Wrox SharePoint 2010 SharePoint911 Three-Pack combines the contents of three full e-books written by the experts from SharePoint911. That's over 1800 pages of hands-on advice from Todd Klindt, Shane Young, Laura Rogers, Randy Drisgill, Jennifer Mason, John Ross, and Larry Riemann, among others. In *Beginning SharePoint 2010: Building Business Solutions with SharePoint* (ISBN 978-0-470-61789-2) by Amanda Perran, Shane Perran, Jennifer Mason, and Laura Rogers, readers learn the core concepts, terminology, and features of SharePoint 2010. In *Professional SharePoint 2010 Branding and User Interface Design* (ISBN 978-0-470-58464-4) by Randy Drisgill, John Ross, Jacob J. Sanford, Paul Stubbs, and Larry Riemann, the reader gets a deep dive into branding a SharePoint site. In the third book of the set, the SharePoint bestseller *Professional SharePoint 2010 Administration* (ISBN 978-0-470-53333-8) by Todd Klindt, Shane Young, and Steve Caravajal, the authors provide a detailed look at the administration tools available in SharePoint 2010.

How to Sell Anything to Anybody Joe Girard, 2006-02-07 Joe Girard was an example of a young man with perseverance and determination. Joe began his working career as a shoeshine boy. He moved on to be a newsboy for the Detroit Free Press at nine years old, then a dishwasher, a delivery boy, stove assembler, and home building contractor. He was thrown out of high school, fired from more than forty jobs, and lasted only ninety-seven days in the U.S. Army. Some said that Joe was doomed for failure. He proved them wrong. When Joe started his job as a salesman with a Chevrolet agency in Eastpointe, Michigan, he finally found his niche. Before leaving Chevrolet, Joe sold enough cars to put him in the Guinness Book of World Records as 'the world's greatest salesman' for twelve consecutive years. Here, he shares his winning techniques in this step-by-step book, including how to: o Read a customer like a book and keep that customer for life o Convince people reluctant to buy by selling them the right way o Develop priceless information from a two-minute phone call o Make word-of-mouth your most successful tool Informative, entertaining, and inspiring, HOW TO SELL ANYTHING TO ANYBODY is a timeless classic and an indispensable tool for anyone new to the sales market.

Beginning SharePoint 2010 Amanda Perran,Shane Perran,Jennifer Mason,Laura Rogers,2010-12-03 Two SharePoint MVPs provide the ultimate introduction to SharePoint 2010 Beginning SharePoint 2010: Building Team Solutions with SharePoint provides information workers and site managers with extensive knowledge and expert advice, empowering them to become SharePoint champions within their organizations. Provides expansive coverage of SharePoint topics, as well as specialty areas such as forms, excel services, records management, and web content management Details realistic usage scenarios, and includes practice examples that highlight best practices for configuration and customization Includes detailed descriptions and illustrations of SharePoint's functionality Designed to mentor and coach business and technical leaders on the use of SharePoint in addressing critical information management problems within their organizations, Beginning SharePoint 2010 is sure to become the premiere handbook for any active or aspiring SharePoint expert.

The Sales Advantage Dale Carnegie,J. Oliver Crom,Michael A. Crom,2003-01-08 Now, for the first time ever, the time-tested, proven techniques perfected by the world-famous Dale Carnegie® sales training program are available in book form. The two crucial questions most often asked by salespeople are: How can I close more sales? and What can I do to reduce objections? The answer to both questions is the same: You learn to sell from a buyer's point of view. Global markets, increased technology, information overload, corporate mergers, and complex products and services have combined to make the buying/selling process more complicated than ever. Salespeople must understand and balance these factors to survive amid a broad spectrum of competition. Moreover, a lot of what the typical old-time salesperson did as recently as ten years ago is now done by e-commerce. The new sales professional has to capture and maintain customers by taking a consultative approach and learning to unearth the four pieces of information critical to buyers, none of which e-commerce alone can yield. The Sales Advantage will enable any salesperson to develop long-term customer relationships and help make those customers more successful—a key competitive advantage. The book includes specific advice for each stage of the eleven-stage selling process, such as: • How to find prospects from both existing and new accounts • The importance of doing research before approaching potential customers • How to determine customers' needs, such as their primary interest (what they want), buying criteria (requirements of the sale), and dominant buying motive (why they want it) • How to reach the decision makers • How to sell beyond questions of price The cutting-edge sales techniques in this book are based on interviews accumulated from the sales experiences of professionals in North America, Europe, Latin America, and Asia. This book, containing more than one hundred examples from successful salespeople representing a wide variety of products and services from around the world, provides practical advice in each chapter to turn real-world challenges into new opportunities. The Sales Advantage is a proven, logical, step-by-step guide from the most recognized name in sales training. It will create mutually beneficial results for salespeople and customers alike.

Comprehensive Microsoft Excel 5.0 for Windows June Jamrich Parsons,Dan Oja,David Auer,1997-06

The New Leader's 100-Day Action Plan George B. Bradt, Jayme A. Check, Jorge E. Pedraza, 2009-03-16 The New Leader's 100-Day Action Plan, and the included downloadable forms, has proven itself to be a valuable resource for new leaders in any organization. This revision includes 40% new material and updates -- including new and updated downloadable forms -- with new chapters on: * A new chapter on POSITIONING yourself for a leadership role * A new chapter on what to do AFTER THE FIRST 100 DAYS * A new chapter on getting PROMOTED FROM WITHIN and what to do then

HOW TO WIN FRIENDS AND INFLUENCE PEOPLE Dale Carnegie, 2023-12-08 Dale Carnegie's iconic book 'How to Win Friends and Influence People' is a timeless self-help guide that focuses on the art of building strong connections and persuading others. Written in a straightforward and practical style, Carnegie's work offers insightful advice on how to navigate social interactions and achieve personal success. The book addresses important topics such as effective communication, leadership, and the psychology of human behavior, making it a valuable resource for readers looking to improve their interpersonal skills. 'How to Win Friends and Influence People' is a classic piece of literature that continues to resonate with readers of all ages, emphasizing the importance of empathy, authenticity, and positive relationships in both personal and professional settings. Carnegie's engaging writing style and practical tips make this book a must-read for anyone seeking to enhance their social and professional influence.

Excel 2013: The Missing Manual Matthew MacDonald, 2013-04-18 The world's most popular spreadsheet program is now more powerful than ever, but it's also more complex. That's where this Missing Manual comes in. With crystal-clear explanations and hands-on examples, Excel 2013: The Missing Manual shows you how to master Excel so you can easily track, analyze, and chart your data. You'll be using new features like PowerPivot and Flash Fill in no time. The important stuff you need to know: Go from novice to ace. Learn how to analyze your data, from writing your first formula to charting your results. Illustrate trends. Discover the clearest way to present your data using Excel's new Quick Analysis feature. Broaden your analysis. Use pivot tables, slicers, and timelines to examine your data from different perspectives. Import data. Pull data from a variety of sources, including website data feeds and corporate databases. Work from the Web. Launch and manage your workbooks on the road, using the new Excel Web App. Share your worksheets. Store Excel files on SkyDrive and collaborate with colleagues on Facebook, Twitter, and LinkedIn. Master the new data model. Use PowerPivot to work with millions of rows of data. Make calculations. Review financial data, use math and scientific formulas, and perform statistical analyses.

Microsoft Excel 5.0 for Windows June J. Parsons, Dan Oja, David Auer, 1996-06

Cases on Performance Measurement and Productivity Improvement: Technology Integration and Maturity Khosrow-Pour, Mehdi, 2012-08-31 One of the main aspects of an organization is the efficiency of managerial concerns, daily interactions and the design and implementation of its business system. Therefore, integrating the latest technology is vital in

assisting in the performance and productivity improvement of an organization. Cases on Performance Measurement and Productivity Improvement: Technology Integration and Maturity highlights the successes and failures which have shaped the modern business as well as the technological solutions taken to improve the organizational system. Providing essential research on these applied innovations, this collection of case studies appeals to both academics and practitioners in the business and IT management fields.

Emotional Intelligence for Sales Success Colleen Stanley, 2013 Why do salespeople frequently fail to execute-even when they know what they should do?

Entrepreneurial Financial Management, 2015-05-18 This practical text presents an applied, realistic view of entrepreneurial finance for today's changing business environment. It provides an integrated set of concepts and applications, drawing from entrepreneurship, finance, and accounting, that will prepare aspiring entrepreneurs for the world they will most likely face as they start their new businesses. The contents are designed to follow the life cycle of a new business venture, with topics presented in the logical order that entrepreneurs are likely to face them. Although the authors cover venture capital and public offerings, they put them in their proper perspective as unlikely vehicles for most entrepreneurs. The book includes a comprehensive financial spreadsheet template with step-by-step instructions that allows for applications of many of the concepts to actual businesses. This new edition adds a nonprofit version of the spreadsheet, and both templates can be downloaded from the author's website. The book also includes a comprehensive survey of funding sources, including all-new chapters on financing over the life of a venture and financing from the entrepreneur, family and friends.

Accounting Charles Horngren, Walter Harrison, Suzanne Oliver, Peter Best, David Fraser, Rebecca Tan, Roger Willett, 2012-11-01 Success in Accounting begins here! The technical details you need to know and decision making processes you need to understand, with plain language explanations and the power of unlimited practice. Accounting is an engaging resource that focuses on current accounting theory and practice in Australia, within a business context. It emphasises how financial decision-making is based on accurate and complete accounting information and uses case studies to illustrate this in a practical way. The new seventh edition is accurate and up-to-date, guided by extensive technical review feedback and incorporating the latest Australian Accounting Standards. It also provides updated coverage of some of the most significant current issues in accounting such as ethics, information systems and sustainability.

Teach Yourself VISUALLY Microsoft Office 2007 Sherry Willard Kinkoph, 2007-01-10 Are you a visual learner? Do you prefer instructions that show you how to do something - and skip the long-winded explanations? If so, then this book is for you. Open it up and you'll find clear, step-by-step screen shots that show you how to tackle more than 220 Office 2007 tasks. Each task-based spread includes easy, visual directions for performing necessary operations, including: * Using Galleries and

Live Preview * Finding hidden files * Creating a blog post * Assembling and presenting slideshows * Developing a publication * Building a spreadsheet * Helpful sidebars offer practical tips and tricks * Full-color screen shots demonstrate each task * Succinct explanations walk you through step by step * Two-page lessons break big topics into bite-sized modules

Winning in Biz Ron Santini, 2006

The Challenger Customer Brent Adamson, Matthew Dixon, Pat Spenner, Nick Toman, 2015-09-08 Four years ago, the bestselling authors of *The Challenger Sale* overturned decades of conventional wisdom with a bold new approach to sales. Now their latest research reveals something even more surprising: Being a Challenger seller isn't enough. Your success or failure also depends on who you challenge. Picture your ideal customer: friendly, eager to meet, ready to coach you through the sale and champion your products and services across the organization. It turns out that's the last person you need. Most marketing and sales teams go after low-hanging fruit: buyers who are eager and have clearly articulated needs. That's simply human nature; it's much easier to build a relationship with someone who always makes time for you, engages with your content, and listens attentively. But according to brand-new CEB research—based on data from thousands of B2B marketers, sellers, and buyers around the world—the highest-performing teams focus their time on potential customers who are far more skeptical, far less interested in meeting, and ultimately agnostic as to who wins the deal. How could this be? The authors of *The Challenger Customer* reveal that high-performing B2B teams grasp something that their average-performing peers don't: Now that big, complex deals increasingly require consensus among a wide range of players across the organization, the limiting factor is rarely the salesperson's inability to get an individual stakeholder to agree to a solution. More often it's that the stakeholders inside the company can't even agree with one another about what the problem is. It turns out only a very specific type of customer stakeholder has the credibility, persuasive skill, and will to effectively challenge his or her colleagues to pursue anything more ambitious than the status quo. These customers get deals to the finish line far more often than friendlier stakeholders who seem so receptive at first. In other words, Challenger sellers do best when they target Challenger customers. *The Challenger Customer* unveils research-based tools that will help you distinguish the Talkers from the Mobilizers in any organization. It also provides a blueprint for finding them, engaging them with disruptive insight, and equipping them to effectively challenge their own organization.

The 30 Day MBA Colin Barrow, 2023-04-03 Accelerate your career and transform your skillset without the commitment or cost of an MBA. This internationally bestselling book distills the full insights of an MBA, providing a comprehensive and engaging guide to success. This latest edition has been extensively updated to reflect the evolving curriculums from leading business schools, including new theories and insights on globalization and entrepreneurship. The 30 Day MBA takes you beyond the basics as it covers all 12 core disciplines of MBA courses, supported by insightful case studies from world-leading organizations such as Ikea, Cisco, Shell and Heinz. Colin Barrow draws upon his extensive academic and professional career

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