

Qualities of Salesmanship: The Cornerstone of Success in Sales



Waiters Tips Street Smart Approaches To Customer Service Salesmanship And Success

Michael Hoelscher



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combining hard work tenacity and talented people to build a more innovative and flexible company You ll learn how McNealy moved Sun up the industry food chain challenging more established companies like Hewlett Packard and Digital Equipment by expanding Sun s product line and refocusing the business High Noon expertly chronicles McNealy s triumphant history with Sun from his early days as vice president of manufacturing to a CEO known for shooting straight from the hip without regard for the consequences You ll discover how Javaman as Fortune magazine dubbed McNealy prompted Sun to take risks that ultimately allowed it to survive thrive and dominate making Microsoft stand up and take notice And you ll see how Sun s looming showdown with this industry giant promises wide reaching implications for businesses and consumers alike Among High Noon s revelations A new perspective on how the complex contradictory McNealy shaped his company and fashioned its strategy Insight into central issues facing the high tech industry such as network computers and the future of the Internet An insider view of the maneuverings of industry powerhouses including Microsoft Oracle Netscape IBM and Intel Both entertaining and instructive High Noon offers valuable lessons for taking charge of your destiny and succeeding in a fast paced unpredictable and even hostile environment Advance Praise for Karen Southwick s High Noon High Noon captures the electricity and drama of one of the most important high tech sagas of our time Rich with insight as well as previously undisclosed stories Jim Moore Founder GeoPartners Research Inc Author of The Death of Competition High Noon reveals the inside story of one of the companies Microsoft fears most Sun Microsystems Southwick uses her keen insight to tell the story of how four twenty somethings created a company that has grown from a small seller of scientific computers to one of the most dominant high tech firms in the world Eric Nee Editor Fortune Scott McNealy is one of the most complex fascinating individuals in high tech Karen Southwick captures the contrarian spirit of Sun Microsystems and the intriguing personalities that run it Howard Anderson President The Yankee Group High Noon takes us on a straight path to the future Dr Eric Schmidt Chairman and CEO Novell Inc High Noon illustrates how a company can succeed in the technology industry through a delicate balance between drive talent and timing Carol Bartz Chairman and CEO Autodesk *New York Magazine* ,1988-09-12 New York magazine was born in 1968 after a run as an insert of the New York Herald Tribune and quickly made a place for itself as the trusted resource for readers across the country With award winning writing and photography covering everything from politics and food to theater and fashion the magazine s consistent mission has been to reflect back to its audience the energy and excitement of the city itself while celebrating New York as both a place and an idea

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