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Tipps F R Erfolgreiche Telefonate Erfolgspotenziale

Hans-Georg Pompe



Tipps F R Erfolgreiche Telefonate Erfolgspotenziale:

99 Tipps für erfolgreiche Telefonate Claudia Fischer, 2015-07-31 Kurz und knackig bringt Telefonexpertin Claudia Fischer die wichtigsten Erfolgsregeln für Telefonate auf den Punkt. Kein Buch, das man von vorne bis hinten durchlesen muss, sondern ein Angebot an den Leser, sich nach und nach die essentiellen Themen praktisch zu erarbeiten. Von der Akquise über den Konferenzcall bis zum Zuhörersignal. Gerade im Zeitalter von Social Media und WhatsApp kommt das Buch häufiger mal zum Telefonhörer zu greifen. Denn nach wie vor ist das persönliche Gespräch am Telefon der Königsweg zum Kunden. Ein Telefonat ist beziehungsfordernd, meist effektiver als Mails, kann Missverständnisse vermeiden, macht Spaß und bringt schnellere Resultate und Erfolge.

Marktmacht 50plus Hans-Georg Pompe, 2011-04-28 Hans Georg Pompe zeigt systematisch und an zahlreichen Unternehmensbeispielen, wie es gelingt, die Zielgruppen 50plus individuell und nachhaltig mit freundlicher Beratung, persönlicher Wertschätzung, Qualität und differenziertem Made-for-me-Service zu gewinnen und langfristig zu binden. Ein praktischer Leitfaden mit hilfreichen Checklisten für Unternehmer, Geschäftsführer, Management sowie Entscheidungsträger und Projektverantwortliche aus Marketing, Vertrieb, Kommunikation, Human Resources und Beratung.

Profil, 2001

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Erfolgreiche Kundenakquise Andrea Waldl, 2019-01-10 Das Telefonat ist nach wie vor eines der wichtigsten Instrumente in der Kundenakquise. Dieser Leitfaden hilft, ein Gespräch optimal vorzubereiten und das Telefonat erfolgreich zu führen. Ein Ratgeber für alle, die ihr Produkt, ihre Dienstleistung dem Kunden direkt anbieten wollen.

Karrieretipp: Erfolgreich telefonieren Jörg Rosenberger, 2011

Bei Anruf Umsatz Claudia Fischer, 2019-09-12 Kundenkommunikation 4.0: viele denken dabei automatisch an E-Mails und Messenger-Nachrichten, manche sicher auch an Videotelefonate oder Chatbots. Tools, die aus dem beruflichen Alltag als Verkäufer kaum noch wegzudenken sind. Schwere Zeiten für das Telefon. Mitnichten. Gerade wenn es um die Akquise, das Empfehlungsmarketing und die Kundenkontaktpflege geht, sollte der Griff zum Hörer immer die erste Wahl sein. Denn nur im Gespräch von Mensch zu Mensch können Verkäufer direkt mit ihrer Kompetenz punkten, eventuelle Missverständnisse aus der Welt schaffen und ausloten, ob sie einen Draht zu ihrem Gesprächspartner haben und wie dieser tickt. In ihrem siebten Buch präsentiert Claudia Fischer ihr geballtes Wissen aus mehreren Tausend geführten und begleiteten Telefonaten und widmet sich allen essentiellen Fragen rund um Telefon Sales und Business Telefonate. Die Leser erwartet eine Fülle an Hinweisen, Checklisten und kleinen Übungen, die sie dabei unterstützen, rhetorisch auf ganzer Linie zu überzeugen und das nicht nur am Telefon. Die Expertin begleitet ihre Leser durch die Erfolgsstufen eines Telefonats und bietet darüber hinaus sofort umsetzbare Tipps, z.B. zu vielen weiteren Themen wie Authentizität, der richtigen Einstellung zum Telefonverkauf, dem souveränen Umgang mit Reklamationen oder dem Einsatz von Sprachnachrichten im Kundenkontakt. Darüber hinaus zeigt Fischer auf, welche Auswirkungen die Digitalisierung auf den Telefonverkauf hat. Für die seit 1995 selbstständige Telefontrainerin steht fest: Aktive

Vertriebstelefonate sind die Königsklasse des Verkaufens Und zwar nicht nur im Außendienst sondern an allen Touchpoints im Unternehmen Bei Anruf Umsatz ist ein neues Standardwerk für Vertriebsmitarbeiter Führungskräfte und alle die ihre beruflichen Telefonskills verbessern und ihre Kunden auch im digitalen Zeitalter nachhaltig begeistern wollen

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