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Personne ne naît vendeur. On le devient. C'est pourquoi il est utile de se former ou de s'auto-former sur le sujet.

Ce livre aide à mieux vendre et donne tous les trucs à savoir et les conseils à suivre pour y parvenir.

Du comportement de l'acheteur au comportement du vendeur, toutes les techniques pour améliorer ses performances commerciales sont passées en revue.

Un livre actuel car il insiste beaucoup sur les comportements, Un livre complet et simple qui reprend toutes les techniques de vente ;

Un livre original, enrichi de citations et d'illustrations.

Après avoir été lui-même vendeur, Pierre-Alexandre Mouveau dirige une société de formation et de conseils à la vente. C'est à la demande répétée de ses clients qu'il a écrit ce guide.

<b>Title</b>	:	La vente 100% service
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