

Erarbeiten Einer Gesprächseröffnung Eines Kundenakquisegesprächs (unterweisung Industriekaufmann / -kauffrau) - Thomas Heitzer

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Ein Verkaufsgespräch eignet sich gut als Thema für eine Ausbildungseinheit. Die Frage zu beantworten, wie kommuniziere ich angemessen in einer Situation, ist für viele verschiedene Berufe wichtig und für Prüfungskandidaten eine nachvollziehbare Aufgabe. Zudem kann man mithilfe des Modells der vollständigen Handlung zeigen, wie man prozessorientiert ausbildet und dabei geschickt andere Unterweisungsmethoden einsetzt. Das macht diese Ausbildungseinheit attraktiv für den Kaufmann im Außendienst wie für pädagogische Berufe. Author: Heitzer, Thomas Publisher: GRIN Verlag Illustration: N Language: GER Title: Erarbeiten einer Gesprächseröffnung eines Kundenakquisegesprächs (Unterweisung Industriekaufmann / -kauffrau) Pages: 00012 (Encrypted PDF) On Sale: 2011-01-01 SKU-13/ISBN: 9783640834938 Category: Business & Economics : Education

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