



How to Hire and Develop Your Next Top Performer: The Five Qualities That Make Salespeople Great: The Five Qualities That Make Salespeople Great

By Herbert Greenberg

McGraw-Hill. Paperback. Book Condition: New. Paperback. 256 pages. Dimensions: 9.0in. x 5.7in. x 0.8in. For four decades, Caliper Consulting has helped more than 23,000 companies worldwide select, develop, and manage people. The Caliper Profile has proved more than 90 percent accurate in determining top performers. With this book managers hire the right people every time, by discovering: Four factors that predict employee success A proven system for finding and keeping great salespeople Guidance on job matching, team-building, and sales traits This item ships from multiple locations. Your book may arrive from Roseburg, OR, La Vergne, TN. Paperback.



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