

## The shop field coach technology(Chinese Edition)



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*(Zula Hayes)*

## THE SHOP FIELD COACH TECHNOLOGY(CHINESE EDITION)



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paperback. Condition: New. Ship out in 2 business day, And Fast shipping, Free Tracking number will be provided after the shipment.Paperback. Pub Date: 2013 Pages: 317 Language: Chinese in Publisher: China Machine Press for a retail company. they can only make a small amount of money to open a shop. so multi-shop is an inevitable trend. As the company's market expansion strategy to determine the terminal number of shops will rapidly rise. which there is how to be able to effectively manage these shops. Copy the model shop engineering is a must. otherwise it will affect the normal retail system as a whole. the smooth operator. The implementation of the project copy the model shop principle is simple. is to carry on. That is to say. to take advantage of the growing terminal retail system. retail knowledge to spread faster. broader and more effective use of the tool. so that the front-line sales staff to knowledge and information into a powerful sales weapon. Replication of the model shop project requires a certain coach technical support. the shops coach came into being. shops coach the results of the model shop works can be fully applied to the retail end of the day-to-day work to. The field coach field. including of model shop workflow services to promote. personnel management. on-site business to promote. Steering franchisee manager as shop employees the field feel and experience. Contents: Preface Chapter understanding the shop field coach Section I shop field coach Overview First. what is the the shop field coach stores coach core competencies - analysis techniques and the shop field coach four key skills. shop field coach 7 strokes and the coaches focus of Section II shop field coach steps. the first step: Shop problem diagnosis Second. the second step: the system of three field...



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