



Automotive sales practices(Chinese Edition)

By XIANG BO

paperback. Book Condition: New. Pub Date: 2014-08-01
 Language: Chinese Publisher: Chongqing University Press Auto Sales Practice is divided into 11 tasks: development of potential customers. welcome. needs analysis. vehicle selection. product presentation. demonstration and test drive the vehicle. used car assessment. value price negotiations. financial products and services. PDI. customer visits. Car sales process through standard training. to master the core skills sales consultants. This book can be used as automotive vo.

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