
Rendimiento Efectividad Fuerza Ventas Estudio

manual habilidades gerenciales - sicrea - ~~~~~4 objetivo general a l finalizar el curso el participante aplicará los conocimientos adquiridos, a su equipo de trabajo, para obtener la actuación óptima de cada uno de ellos. **capítulo ii aspectos teóricos: marketing y ventas** - gestión estratégica del dpto. de ventas aplicada en una empresa comercial - farmacéutica. vega sánchez, dolly giannina. derechos reservados conforme a ley **catalogo de cursos mandos medios - profitalent** - 4 metodología los seminarios de profitalent, s. c. son eminentemente prácticos. utilizamos técnicas de enseñanza- aprendizaje dirigidas y delegadas, permitiendo a los asistentes constante participación, haciendo de las sesiones una experiencia **modelo de evaluación del desempeño: revisión** - 2 i. marco teórico de la evaluación del desempeño. la efectividad 1 de las instituciones, como es el caso del sgm, en gran medida, se logra a

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