



## Shooting the Lights Out: A Guide to Consistent Effective Management (Paperback)

By Lauron Buys

Createspace Independent Publishing Platform, United States, 2011. Paperback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.The fictional story of Tony, a whiz-kid salesman, during the early days of transitioning to Sales Manager, finding out along the way what it takes to become effective and successful in his new role. The story of Tony s development is an easy read that contains easy-to-understand summaries of the salient tips, techniques and approaches that are likely to help all Managers, including Sales Managers, fast-forward to success without making the usual mistakes.



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