



The Winnersmap Methodology (Paperback)

By Dominic De Souza

iUniverse, United States, 2009. Paperback. Condition: New. Language: English . Brand New Book
****** Print on Demand ******. Dozens of top executives are applauding Dominic de Souza's The
WinnersMap Methodology with his fresh approach to sales. Renato Xavier, sales manager of
Compuware (Brazil) and former consulting manager for IBM (Brazil), praises this as the first book
that takes the human aspect of sales into account when providing a practical and easy-to-learn
method on how to become a successful salesperson. Dominic de Souza discusses sales with
authority and introduces a novel sales method - Winnersmap. With this method, behavior becomes
aligned with strategy, including managing cash flow, contacts, and information, and creating
client-focused projects and a sales map. Dominic de Souza's method is not just a script, but
presents scientific techniques that lead to success in sales. He distinguishes his methods by
addressing how to use human behavior to your advantage. It's easy to see how de Souza's work
has earned such outstanding endorsements. With infectious enthusiasm, he captures your attention
with advice on how to transform casual conversations into numbers, business deals, and
partnerships.



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This book is great. it absolutely was writtern quite properly and beneficial. Its been written in an extremely basic way and it is merely after i finished reading through this ebook in which basically changed me, affect the way i really believe.

-- Leopold Schmidt

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