

WH!TEBOOKS



Claudia Fischer

99 Tipps für erfolgreiche Telefonate

Die Erfolgspotenziale von
Telefonaten optimal nutzen

GABAL

Tipps F R Erfolgreiche Telefonate Erfolgspotenziale

Lothar Stempfle, Ricarda Zartmann

A red circular graphic with a gradient, appearing as a partial circle or a stylized arrow pointing to the right, located to the right of the authors' names.

Tipps F R Erfolgreiche Telefonate Erfolgspotenziale:

99 Tipps für erfolgreiche Telefonate Claudia Fischer, 2015-07-31 Kurz und knackig bringt Telefonexpertin Claudia Fischer die wichtigsten Erfolgsregeln für Telefonate auf den Punkt. Kein Buch, das man von vorne bis hinten durchlesen muss, sondern ein Angebot an den Leser, sich nach und nach die essentiellen Themen praktisch zu erarbeiten. Von der Akquise über den Konferenzcall bis zum Zuhörersignal. Gerade im Zeitalter von Social Media und WhatsApp kommt das Buch häufiger mal zum Telefonhörer zu greifen. Denn nach wie vor ist das persönliche Gespräch am Telefon der Königsweg zum Kunden. Ein Telefonat ist beziehungsfördernd, meist effektiver als Mails, kann Missverständnisse vermeiden, macht Spaß und bringt schnellere Resultate und Erfolge. **Marktmacht 50plus** Hans-Georg Pompe, 2011-04-28 Hans-Georg Pompe zeigt systematisch und an zahlreichen Unternehmensbeispielen, wie es gelingt, die Zielgruppen 50plus individuell und nachhaltig mit freundlicher Beratung persönlicher Wertschätzung, Qualität und differenziertem Made-for-me-Service zu gewinnen und langfristig zu binden. Ein praktischer Leitfaden mit hilfreichen Checklisten für Unternehmer, Geschäftsführer, Management sowie Entscheidungsträger und Projektverantwortliche aus Marketing, Vertrieb, Kommunikation, Human Resources und Beratung.

Profil, 2001 99 Tipps für erfolgreiche Telefonate Claudia Fischer, 2018 99 Tipps für erfolgreiche Telefonate Claudia Fischer, 2018 Erfolgreiche Kundenakquise Andrea Waldl, 2019-01-10 Das Telefonat ist nach wie vor eines der wichtigsten Instrumente in der Kundenakquise. Dieser Leitfaden hilft, ein Gespräch optimal vorzubereiten und das Telefonat erfolgreich zu führen. Ein Ratgeber für alle, die ihr Produkt, ihre Dienstleistung dem Kunden direkt anbieten wollen.

Karrieretipp: Erfolgreich telefonieren Jörg Rosenberger, Marc Gobetto, 2004 **Bei Anruf Umsatz** Claudia Fischer, 2019-09-12 Kundenkommunikation 4.0: viele denken dabei automatisch an E-Mails und Messenger-Nachrichten, manche sicher auch an Videotelefonate oder Chatbots. Tools, die aus dem beruflichen Alltag als Verkäufer kaum noch wegzudenken sind. Schwere Zeiten für das Telefon. Mitnichten. Gerade wenn es um die Akquise, das Empfehlungsmarketing und die Kundenkontaktpflege geht, sollte der Griff zum Hörer immer die erste Wahl sein. Denn nur im Gespräch von Mensch zu Mensch können Verkäufer direkt mit ihrer Kompetenz punkten, eventuelle Missverständnisse aus der Welt schaffen und ausloten, ob sie einen Draht zu ihrem Gesprächspartner haben und wie dieser tickt. In ihrem siebten Buch präsentiert Claudia Fischer ihr geballtes Wissen aus mehreren Tausend geführten und begleiteten Telefonaten und widmet sich allen essentiellen Fragen rund um Telefon Sales und Business Telefonate. Die Leser erwartet eine Fülle an Hinweisen, Checklisten und kleinen Übungen, die sie dabei unterstützen, rhetorisch auf ganzer Linie zu überzeugen und das nicht nur am Telefon. Die Expertin begleitet ihre Leser durch die Erfolgsstufen eines Telefonats und bietet darüber hinaus sofort umsetzbare Tipps zu vielen weiteren Themen wie Authentizität, der richtigen Einstellung zum Telefonverkauf, dem souveränen Umgang mit Reklamationen oder dem Einsatz von Sprachnachrichten im Kundenkontakt. Darüber hinaus zeigt Fischer auf, welche Auswirkungen die Digitalisierung auf den Telefonverkauf hat. Für die seit 1995 selbstständige Telefontrainerin steht fest: Aktive

Vertriebstelefonate sind die Königsklasse des Verkaufens Und zwar nicht nur im Außendienst sondern an allen Touchpoints im Unternehmen Bei Anruf Umsatz ist ein neues Standardwerk für Vertriebsmitarbeiter Führungskräfte und alle die ihre beruflichen Telefonskills verbessern und ihre Kunden auch im digitalen Zeitalter nachhaltig begeistern wollen **Aktiv verkaufen am Telefon** Lothar Stempfle, Ricarda Zartmann, 2013-12-13 Was macht Telefonverkauf erfolgreich Erstens die richtige Einstellung und zweitens die richtigen Techniken und Methoden so die Vertriebs und Kommunikationsexperten Ricarda Zartmann und Lothar Stempfle Aktiv verkaufen am Telefon zeigt wie es gelingt sich optimal auf Gesprächspartner einzu stellen und begleitet den Leser Schritt für Schritt durch die Phasen eines telefonischen Verkaufsgesprächs Telefonverkauf und Call Center Agents erfahren wie sie sich professionell auf das Telefonat vorbereiten die Phasen des Gesprächs erfolgreich gestalten und den Kontakt gezielt nachbereiten Mit Beispielskripten und konkreten Tipps für die wichtigsten Gesprächssituationen am Telefon Neukundenakquisition Terminvereinbarung Nachfassen von Angeboten Preisgespräche Reklamationsgespräche Kundenrückgewinnung und Mahngespräche Ein wertvoller Praxisleitfaden für alle die professionell telefonieren und ihre Verkaufsquote am Telefon dauerhaft verbessern wollen Neu in der 2 Auflage Kundengewinnung mit Provozierendem Problemlösungsverkauf

The Enigmatic Realm of **Tipps F R Erfolgreiche Telefonate Erfolgspotenziale**: Unleashing the Language is Inner Magic

In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing in short supply of extraordinary. Within the captivating pages of **Tipps F R Erfolgreiche Telefonate Erfolgspotenziale** a literary masterpiece penned with a renowned author, readers set about a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall explore the book's core themes, assess its distinct writing style, and delve into its lasting affect the hearts and minds of those who partake in its reading experience.

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