

by ram charan what the customer wants you to know how everybody needs to think differently about sales

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Ram Charan emphasizes understanding what the customer truly wants and highlights the importance of a new approach to sales. It is crucial for everyone involved to rethink their sales strategies and methodologies to better meet customer needs and drive successful outcomes by providing value and fulfilling their expectations.

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What the Customer Wants You to Know - Summary

WHAT THE CUSTOMER. WANTS YOU TO KNOW. How Everybody Needs to Think. About Sales Differently. RAM CHARAN. RAM CHARAN is a business adviser, speaker, teacher and ...

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How Everybody Needs to Think Differently About Sales

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