

Special Management Series

# A List of Presentations - A Management Perspective 303 Series

This is a series of Training for  
your Management TEAM

Presented by J.W. Owens



A Management  
Perspective 303 Series



Management Perspective  
- 303 SERIES

Special Management Series

# 4 Questions to Help Managers Motivate Change

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# 6 Tips for Improving Your Social Media Presence

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# An Introduction to Leadership Styles

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# Building Your Sales Profile

*Ten Tips for Building a Strong Sales Profile*

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Management - JWO304



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# THE *Up Lifting* SALES TRAINING

**A little long but very visual for Sales  
People to see and a great photos and  
messages to use slides as an  
on-going Sales Builder.**

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# **5 Essential Sales Skills You Can't Be Without this Year**

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# Interviewing can be a Tedious and Stressful Time

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# Time Management Checklist

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# The Sales Manager Job Description Template That Will Help You Find the Perfect Candidate

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# Four ways to Marshal the Power of Testimonials

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# 43 Questions to Create a Sense of Urgency

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# A Winning Attitude - How to cultivate and keep a winner's edge

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# 3 Ways to Hire Better Sales Talent

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# 4 Techniques that you can apply right now to sell by email as an Expert

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# A 10-step project management guide for admins

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# **Top 10 Leadership (and Management) Tips for All Around Success**

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# 5 Tips to Take Your Sales Meetings from Good to Great

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# 6 Intelligent Questions to Ask Your Sales Reps After Each Sales Call

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# **7 Employee Appreciation Ideas They Will Truly Value**

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# How to Conquer Common Sales Objections in 6 Steps

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# 7 Powerful Sales Role-Plays to Train Your Team

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Management – JWO 321





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# What Drives the Decision-Making Process?

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# **Call Center Job Description**

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# Can your salespeople answer every question on this pre-sales call checklist

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# 10 Strategies You Can Use to Overcome Resistance to Change

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# 12 Ways Successful People Handle Toxic People

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# Telemarketing Job Description

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# How to Conduct a Successful Sales Team Meeting

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How to RUN Team Meetings

4 Key Elements



- Agenda
- Action Items

- On Time
- On Topic

Parking Lot

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# The Ultimate Guide to Objection Handling: 40 Common Sales Objections & How to Respond

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# THE *Up Lifting* SALES TRAINING

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People to see and a great photos and  
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on-going Sales Builder.

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# 30 Behaviors That Will Make You Unstoppable

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# 9 Ways Being a Happier Person Increases Productivity

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# Common Issues for Classified Departments

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# How to Run a Virtual Meeting

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# The 10 Commandments of Employee Onboarding

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# 7 Important Characteristics of Successful Salespeople

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# 10 Steps to Creating a Landing Page That Converts

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# How to Market Your Business with Public Speaking

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# The Primary Objective of a Professional Sales Manager has to be ...

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Management - JWO 339



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# Oh No, Not Another B\*\*\*\*y Sales Meeting

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Perspective 202 Series



Management – JWO 340

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# Leadership on the Brink

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Management - JWO 341

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# How to Turn Your Sales Team Into a "Category of One"

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Management - JWO 342



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# 58 Ways to Improve Your Sales Presentations

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Management - JWO 343



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# 13 Things Bad Bosses Do That Great Managers Never Would

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Management - JWO 344



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# Call Center Selling

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Management - JWO 345



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# How to Do Market Research: A 6-Step Guide

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Perspective 303 Series

Management - JWO 346

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# Hurricane or Severe Weather Survival Guide for Your Company

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A Perspective 101 Series

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# 10 Strengths of a Most Effective Leaders

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Management - JWO 348



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# Accelerating Ramp-Up Time of New Sales Hires

**5 Steps to Boost Sales Productivity and  
Lower Turnover**

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**Management - JWO 349**

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# A Guide to Monday Morning Meetings

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Perspective 303 Series

Management - JWO 350





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# How to Manage Your De-Railers So You Stay on Track

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Management - JWO 351



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# Maintaining Partnerships

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Management - JWO 352



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# 100 Persuasive Email Subject Lines (According to the Experts)

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# 6 Common Pain Points for Salespeople and How to Solve Them

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Management - JWO 354





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# Managing Salespeople In A Recession

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# 7 Ways to Keep Your Team Motivated

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Management - JWO 356





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# Characteristics of Successful Salespeople

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# 10 STEPS TO SUPERIOR LEADERSHIP

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Management - JWO 358



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# Beyond Employee Appreciation: Tactics For Year-Round Gratitude

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Management - JWO 359





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# A List of Telemarketing Operating Policy Presentations

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Management - JWO 360





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# 10 Habits of the Most Confident People

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Management - JWO 361

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# 100 Answers to the Question: What Is Leadership?

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# 10 KEY WAYS TO MOTIVATE INDIVIDUALS AND DEVELOP A WINNING TEAM

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Management - JWO 363



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# 8 Steps to a Successful Sales Call

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# **Communication Techniques That Motivate Others To Become Better**

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# Sales Job Interview Questions: What Motivates You?

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# **The Fastest Way to Onboard New Independent Sales Reps**

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# 4 Frequent Struggles For Sales Teams and How to Fix Them

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Management - JWO 368

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# **The people who love meetings are the managers who run them**

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**Management - JWO 369**





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# Better Time Management

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Management - JWO 370

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# Top 5 Ways to Coach Your Reps to Become Sales Superstars

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# The High Cost of Employee Turnover— and Ways to Avoid It

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Management - JWO 372



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# Sales Director Interview Questions

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# Key Activities For Salespeople

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# Sales Coaching Strategies That Empower Your People to Make the Sale

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# 10 Surprising Leadership Habits Guaranteed To Transform You

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# Four Behaviors to Building Trust in Sales

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# 8 Traits of Great Salespeople

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# GET A PRINT & DELIVER PROGRAM

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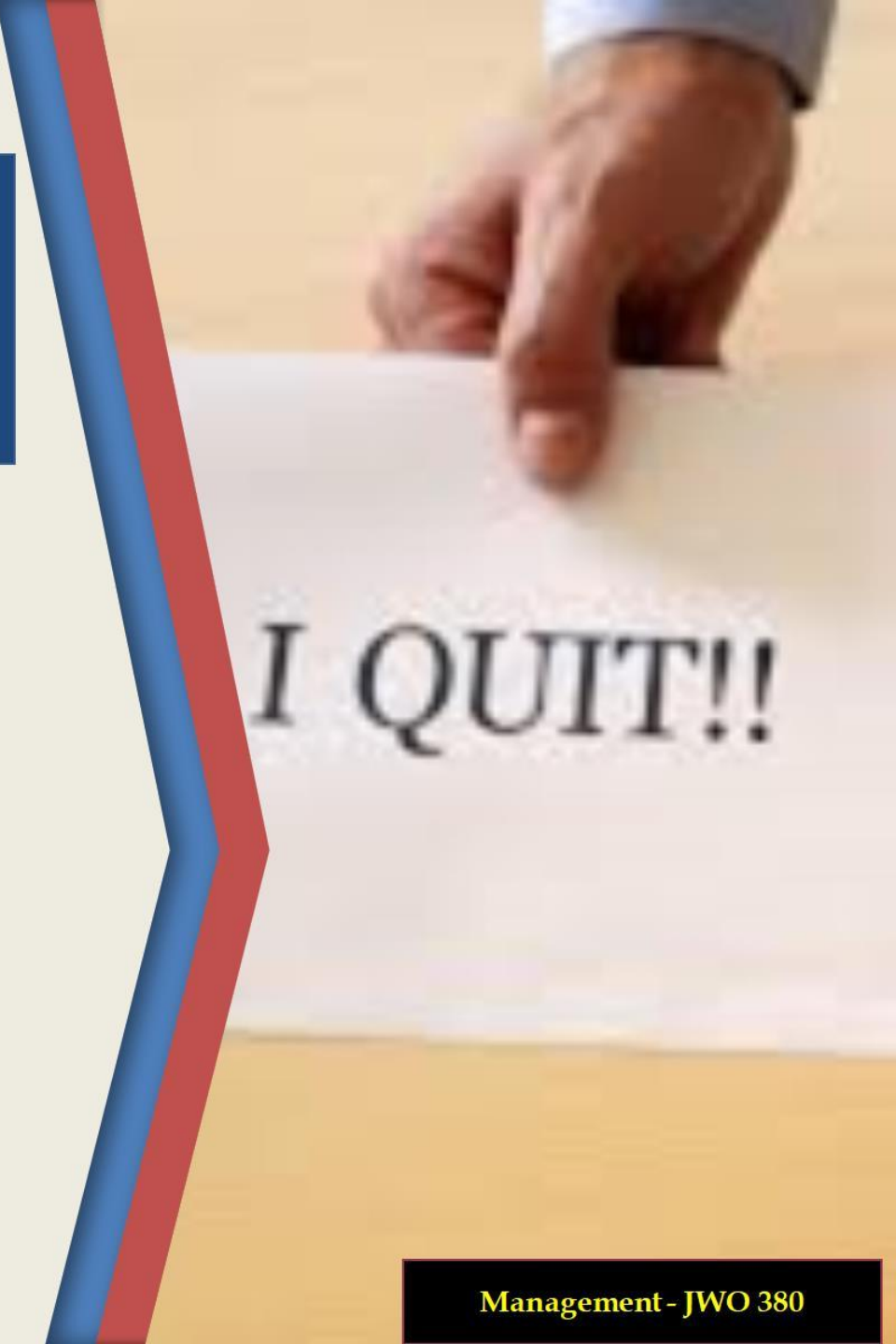
# Employees Leave Bosses, Not Companies

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A close-up photograph of a hand holding a white card. The card has the words 'I QUIT!!' printed on it in a large, black, serif font. The background is a blurred wooden surface. A blue and red diagonal graphic element separates this image from the text on the left.

I QUIT!!

Management - JWO 380

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# HOW TO HIRE COMMISSION ONLY SALES REPS: THE DEFINITIVE GUIDE

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# How to Create Sales Role Play Scripts

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# How you Treat your Employees determines your Future!

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# Nine leadership habits of Ability, Integrity and Benevolence

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# Competing for talent in 2019? Ask yourself these 6 questions

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# EIGHT COMMON PROBLEMS TEAMS ENCOUNTER

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# **How To Manage A Sales Team: 12 Expert Tips For Success**

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# **Incentive Goal Setting Best Practices**

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# 20 Great Time Management Tips

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# TOP 10 WAYS TO IMMEDIATELY INCREASE YOUR REVENUE

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# The 4 C's of First Appointments

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# From Evil Dragon to Prince Charming in Five Easy Steps

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Management - JWO 392



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# Why Your Business Needs A Mobile Experience

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# Every Second Counts

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Pics

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# Suggested Interview Questions

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# Leadership with Heart: 5 Steps to Being a More Compassionate Leader

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# Print versus digital: Four reasons why print is still around

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# Managing Salespeople In A Recession

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# Sales MANNERS (PURE SALES KINDNESS)

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# 3 Ways a Sales PlayBook Helps You Build a Better Sales Team

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# Salesperson Job Description

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# Job Description



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# The Best Ways to Hire Salespeople

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# **Seven Sales Management Strategies**

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# 5 Sales Role Play Examples for Your New Sales Hire

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