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Accomplished sales leaders strive to ensure that the workplace is engaging. The relationship between managers and their team members is one of the primary indicators of employee engagement and team success. When managers take an active and supporting role in goal setting and in team members accountability, people on the team feel they can make a difference and are more engaged in achieving results.

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12 Igniters of Sales Leadership Dale Carnegie Training Japan

Dale Carnegie Training Japan <http://japan.dalecarnegie.com/> Dr. Greg Story, President, talks about 12 Igniters of Sales Leadership.

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