

The Blue Sheet (Original)

Blue Sheet Strategic Selling – Strategic Analysis

Client Company Name: _____ Salesperson: _____ Date: _____		Product Product Name: _____ Product Description: _____ Product Price: _____		Salesperson Salesperson Name: _____ Salesperson Title: _____ Salesperson Phone: _____	
Market Market Name: _____ Market Description: _____ Market Size: _____		Competitor Competitor Name: _____ Competitor Description: _____ Competitor Price: _____		Opportunity Opportunity Name: _____ Opportunity Description: _____ Opportunity Price: _____	
Summary Summary Name: _____ Summary Description: _____ Summary Price: _____		Analysis Analysis Name: _____ Analysis Description: _____ Analysis Price: _____		Conclusion Conclusion Name: _____ Conclusion Description: _____ Conclusion Price: _____	
Recommendation Recommendation Name: _____ Recommendation Description: _____ Recommendation Price: _____		Next Steps Next Steps Name: _____ Next Steps Description: _____ Next Steps Price: _____		Follow Up Follow Up Name: _____ Follow Up Description: _____ Follow Up Price: _____	

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Measuring ROI in Learning & Development Patricia Pulliam Phillips, Jack J. Phillips, 2011-12-21 How do you accurately and effectively measure return on investment ROI in training and performance improvement Measuring ROI in Learning presentation of numerous case studies extensive documentation and analysis of best practices and consideration of such important issues as cost data collection and program assessment this title is the most complete resource available for those involved with measuring ROI **Gould's St. Louis Red-blue Book** ,1919 **Stamps** ,1945 **Advertising Requirements** ,1956 *Scientific American* ,1900 Monthly magazine devoted to topics of general scientific interest

Billboard ,1954-12-18 In its 114th year Billboard remains the world's premier weekly music publication and a diverse digital events brand content and data licensing platform Billboard publishes the most trusted charts and offers unrivaled reporting about the latest music video gaming media digital and mobile entertainment issues and trends The National Corporation Reporter ,1905 *American Inventor* ,1904 *The City Record* ,1884 *Wallaces' Farmer and Iowa Homestead* ,1945 **Hoard's Dairyman** ,1952 U.S. Manufacturers Directory Inc Staf American Business Directo,1988-08 *The Compu-mark Directory of U.S. Trademarks* ,1991

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