

Hope Is Not A Strategy The 6 Keys To Winning The Complex Sale

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Hope Is Not A Strategy

Master of the complex sale, Rick Page is the author of the bestselling book, Hope Is Not a Strategy, and one of the most sought-after sales consultants and trainers in the world. He has taught his breakthrough selling strategies to thousands of people in 150 companies across 50 countries--an amazing platform that has helped his message spread like wildfire.

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Hope Is Not a Strategy: The 6 Keys to Winning the Complex ...

"Hope is not a strategy" is an adage that has been much used in military circles, possibly since the mid 20th century, in relation to national security operations, although who uttered it first is unknown.

Who Said "Hope Is Not a Strategy"? - YourDictionary

Instead intakes the kind of strategic thinking Rick Page outlines inHope Is Not a Strategy."--Geoffrey Moore, author of Crossing the Chasm and Inside the Tornado Master of the complex sale, Rick Page is the author of the bestselling book, Hope Is Not a Strategy, and one of the most sought-after sales cons

Hope Is Not a Strategy: The 6 Keys to Winning the Complex ...

'Hope is not a strategy,' Refrigerated trucks on standby as COVID-19 deaths climb Morgan Burrell 1 day ago Appreciation: For John Lewis, a lifetime of making 'good trouble' left scars and a legacy

'Hope is not a strategy,' Refrigerated trucks on standby ...

"Hope is not a strategy": A CEO expressed her frustration with executives who ask to discuss potential challenges with their plans outside the harsh scrutiny of the strategy room. Most strategic plans look like hockey sticks, she says, "because hope springs eternal" that a projected "base case" will materialize.

Hope is not a strategy | McKinsey & Company

"Hope is not a strategy" is the ultimate morsel of accepted certainty, an effective way to shut down an argument with someone who dares utter the word "hope" in a national security strategy debate.

HOPE IS NOT 'A' STRATEGY: IT'S THE ONLY STRATEGY - US Army ...

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It describes hope as a continuous source of inspiration even in tough times. But hope alone is not enough to meet your business goals. You'll need something more. There is an adage used in the military: Hope is not a strategy. While this is commonly used regarding national security, it relates to business too. The effect of hope is inadequate.

Hope is Not a Strategy - resources.getitc.com

Hope will not get us, you or anyone through this crisis. What will is our management teams and leaders who are willing to make the tough decisions in order to use all Resources available to them and to keep all of the company's resources in place so there is a strong foundation when the business is ready to press the RESTART button and move ...

Hope is not a strategy! | Experience On Demand | St. Louis MO

Hope is not a strategy. Luck is not a factor. Fear is not an option.

Quote by James Cameron: "Hope is not a strategy. Luck is ...

Ok, I can hear you groaning. We've all heard the phrase "Hope is not a strategy" — and it isn't, especially when based on illusion, delusion, fiction or false assumptions.

Hope Is a Strategy (Well, Sort Of) - Harvard Business Review

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Hope Is Not A Strategy Quote - Quotes About Inspiration

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breakthrough selling strategies to thousands of people in 150 companies across 50 countries--an amazing platform that has helped his message spread like wildfire.

Amazon.com: Hope Is Not a Strategy: The 6 Keys to Winning ...

Hope is something we all should have. It's a great thing. Embrace it. But don't make it your strategy. Have a set of risks articulated that are reasonable to consider, and then have contingencies for each. That way you won't have to rely on hope. In the end, the people who don't have contingency plans are simply young and immature.

Hope is not a strategy - Leaders Blog

Hope is not a Strategy is being used by my sales team to increase their skill level in selling the complex sale. Rick has done an excellent job walking through each step to consider in pursuing sales that are not 1:1 but 1:many. Appreciate all that this book brings to increase the sales intelligence of my team.

Hope Is Not a Strategy: The 6 Keys to Winning the Complex ...

Hope is not a strategy. A meteor shower of change is hitting the world of selling, and many salespeople find themselves and their deals spinning out of control. In the last ten years, the art and science of selling have evolved through several generations, from moving commodities to selling strategic solutions to business partnerships.

Hope Is Not a Strategy: The 6 Keys to Winning the Complex ...

Hope is not a strategy. Get Breaking News Delivered to Your Inbox. I would like to offer 10 priorities to consider: 1. The Deficit: Don't be concerned about increasing the deficit in the short ...

"Hope Is Not A Strategy" - CBS News

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“Hope is not a strategy”. “Simply hoping the worst case scenario doesn’t occur is not acceptable for any business and certainly not for a global organisation which employs 50,000 colleagues and takes its responsibilities very seriously”.

Hope is not a strategy ... so Case and Aon took a different ...

“Hope is not a strategy” is simply another way of saying that action is more important than words and that careful planning and preparation is more useful than grand ideas. Since transitioning to corporate America, I’ve learned this adage remains just as relevant.

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