Google Drive



Il consulente finanziario perfetto! (Italian Edition)

Federica Sala

Download now

Click here if your download doesn"t start automatically

Il consulente finanziario perfetto! (Italian Edition)

Federica Sala

Il consulente finanziario perfetto! (Italian Edition) Federica Sala
Scopri con questo libro, che è stata la mia tesi di laurea in economia finanziaria al PSA di Lugano, l'importanza del rapporto consulente/cliente per fidelizzare la clientela, le tecniche di comunicazione verbale e non-verbale per trasformare ogni appuntamento in una trattativa di successo e i principi della pianificazione finanziaria per pianificare un corretto piano di investimenti. Ho analizzato il rapporto che il consulente deve avere con il cliente e come può trasmettere sicurezza e professionalità, spiegando che tipo di comunicazione, verbale o non verbale, è efficace per creare 'empatia', quale è l'abbigliamento indicato per un incontro con il cliente, quale postura, espressione del viso e dello sguardo e quali gesti possono rendere efficace o disturbare una trattativa. In secondo luogo ho spiegato come va condotta la trattativa commerciale, dal primo incontro alla fase di chiusura e di monitoraggio della soddisfazione del cliente. Il consulente deve avere conoscenze approfondite in materia finanziaria, in modo da fare delle scelte in linea con il profilo del cliente e presentare una corretta proposta di investimenti. Ho perciò analizzato i concetti fondamentali che stanno alla base di una gestione finanziaria, come il rischio, il benchmark, il rating, gli stili di gestione e l'asset allocation.

Download Il consulente finanziario perfetto! (Italian Editi ...pdf

Read Online Il consulente finanziario perfetto! (Italian Edi ...pdf

Download and Read Free Online Il consulente finanziario perfetto! (Italian Edition) Federica Sala

---

From reader reviews:

Leslie Hackett:

Reading a e-book tends to be new life style on this era globalization. With examining you can get a lot of information that may give you benefit in your life. Using book everyone in this world could share their idea. Books can also inspire a lot of people. Plenty of author can inspire all their reader with their story or even their experience. Not only the story that share in the publications. But also they write about the ability about something that you need example of this. How to get the good score toefl, or how to teach your young ones, there are many kinds of book that exist now. The authors on earth always try to improve their expertise in writing, they also doing some study before they write for their book. One of them is this Il consulente finanziario perfetto! (Italian Edition).

Charles Anderson:

Playing with family inside a park, coming to see the water world or hanging out with pals is thing that usually you have done when you have spare time, after that why you don't try point that really opposite from that. One particular activity that make you not sense tired but still relaxing, trilling like on roller coaster you already been ride on and with addition info. Even you love Il consulente finanziario perfetto! (Italian Edition), you may enjoy both. It is great combination right, you still desire to miss it? What kind of hang-out type is it? Oh come on its mind hangout fellas. What? Still don't obtain it, oh come on its identified as reading friends.

Richard Broderick:

In this era globalization it is important to someone to acquire information. The information will make professionals understand the condition of the world. The fitness of the world makes the information easier to share. You can find a lot of sources to get information example: internet, newspaper, book, and soon. You can observe that now, a lot of publisher this print many kinds of book. The particular book that recommended to you is Il consulente finanziario perfetto! (Italian Edition) this publication consist a lot of the information with the condition of this world now. This kind of book was represented how can the world has grown up. The vocabulary styles that writer value to explain it is easy to understand. Often the writer made some exploration when he makes this book. Here is why this book suitable all of you.

Christopher Evan:

Publication is one of source of expertise. We can add our expertise from it. Not only for students but in addition native or citizen require book to know the upgrade information of year for you to year. As we know those textbooks have many advantages. Beside all of us add our knowledge, could also bring us to around the world. By the book Il consulente finanziario perfetto! (Italian Edition) we can consider more advantage. Don't that you be creative people? For being creative person must like to read a book. Merely choose the best book that appropriate with your aim. Don't become doubt to change your life at this book Il consulente finanziario perfetto! (Italian Edition). You can more pleasing than now.

Download and Read Online Il consulente finanziario perfetto! (Italian Edition) Federica Sala #U1N5KIZVHAB

Read Il consulente finanziario perfetto! (Italian Edition) by Federica Sala for online ebook

Il consulente finanziario perfetto! (Italian Edition) by Federica Sala Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Il consulente finanziario perfetto! (Italian Edition) by Federica Sala books to read online.

Online Il consulente finanziario perfetto! (Italian Edition) by Federica Sala ebook PDF download

Il consulente finanziario perfetto! (Italian Edition) by Federica Sala Doc

Il consulente finanziario perfetto! (Italian Edition) by Federica Sala Mobipocket

Il consulente finanziario perfetto! (Italian Edition) by Federica Sala EPub