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The key is adding people from non sales areas of your company making them collaborators early in the process That will help them own the execution and delivery after the deal is done The book includes real world examples from major companies like Oracle and Skillsoft along with problem finding exercises innovation templates and implementation strategies you can apply to your unique situation It s based on Sanders many years as a sales executive and consultant personally leading dozens of sales collaboration projects It also features the results of interviews with nearly two hundred B2B sales leaders at companies such as LinkedIn Altera and Novell The strategies laid out in Dealstorming have led to a stunning 70% average closing ratio for teams across all major industries leading to game changing deals and long term B2B relationships Now you can learn how to make dealstorming work for you [Applying Social Policy in Social Work Practice](#) Laura Mullen,2025-08-05 This is an innovative text aimed at social work students and designed to develop their knowledge and understanding of social policy and how to best apply this in practice It demonstrates how they can use such skills to support vulnerable individuals groups and communities to achieve positive change The relevance of social policy to people with lived experience of social work intervention is examined and students are given the underpinning critical skills to prepare them for social work placements in various settings and for their professional lives as qualified social work practitioners Understanding and applying social policy is a core principle of social work which should inform practice and be used to achieve positive outcomes for service users Students need to understand the relevance of social policy to social work practice This book provides an overview of the historical background and the ideologies that have shaped social policy including an analysis of the five pillars income health education housing and social services It is a clear and accessible resource for social work students that will given them a fuller understanding of the importance of social policy and how social issues intersect for service users There is also a study skills chapter to support students with their academic studies and beyond

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