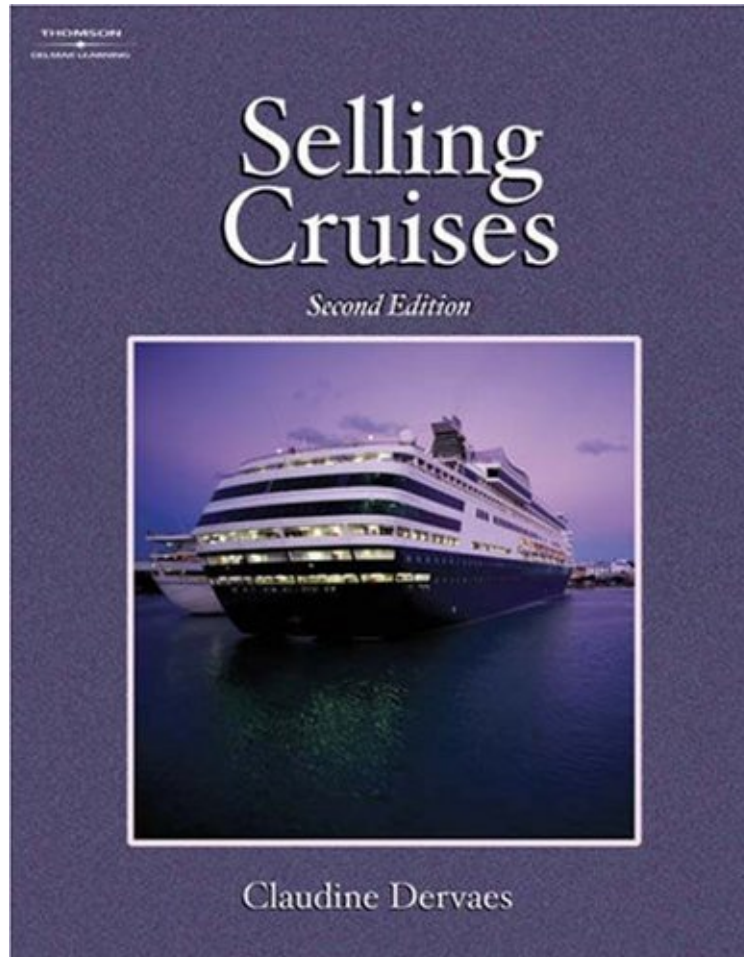


[Download ebook] Selling Cruises, 2E

Selling Cruises, 2E

Claudine Dervaes

*DOC | *audiobook | ebooks | Download PDF | ePub*



[Download](#)

[Read Online](#)

#3070412 in Books Delmar Cengage Learning 2002-08-05 Original language: English PDF # 1 .34 x 8.38 x 10.78l, .85 #File Name: 0766849473160 pages | File size: 53.Mb

Claudine Dervaes : Selling Cruises, 2E before purchasing it in order to gage whether or not it would be worth my time, and all praised Selling Cruises, 2E:

1 of 1 people found the following review helpful. TravelBy C. BrownHave not read most of the book yet, but what I did read so far, was really interesting and well researched. I will be holding on to this one for quite sometime.

Selling Cruises, 2E gives students a thorough understanding of cruise travel, from freighters to luxury cruising. Knowledge of geography and cruise destinations is emphasized, with all world ports identified on maps and described with marketable appeal. The book also presents key information on applying effective sales skills, qualifying clients for selecting the right cruises and nautical terminology, and references on cruise lines and ferry services offer useful

introductions to this unique industry in travel.