

# Sales Humor Writing Skills 1

## Manual and CD

Sales Skills Development Using Techniques from Dramatics and Joke Writing for All Levels of Salespeople

By Daniel Farb, M.D., and Bruce Gordon



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**Business and Sales Humor Writing and Delivery Skills Guidebook** Daniel Farb, Bruce Gordon, 2005-07 This book is a combination of two works by the authors Sales Humor Delivery Skills and Sales Humor Writing Skills An important skill in sales and in any business situation is the proper delivery and use of humor And it can be learned Sales Humor Delivery Skills teaches important elements of delivering effective humor This book will not only teach some of the secrets of professional joke writing but will also teach how to apply them to sales and business situations This title is part of the highly acclaimed UniversityofHealthCare series on sales

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**Books Out Loud**, 2007

**Secrets of a Leadership Coach Guidebook** Marshall Goldsmith, Bruce Gordon, Daniel Farb, Chris Coffey, 2005 The coaching and leadership techniques of Marshall Goldsmith teaching executive coaching behavioral change teamwork and teambuilding for every manager and employee

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