

An isometric illustration on a yellow background with diagonal lines. A green path leads from the bottom left towards the top right. Along the path, there are several large red cubes. Four stylized figures are pushing these cubes: a blue figure, a white figure, a brown figure, and a purple figure. At the end of the path, a person in a green shirt is pushing a large blue barrel. White circles and lines are scattered around the scene, suggesting motion or a process flow.

How to Increase **SALES** **EFFICIENCY**



Salesmanship And Business Efficiency

**Knox school of salesmanship and
business efficiency, Cleveland**



Salesmanship And Business Efficiency:

Salesmanship and Business Efficiency James Samuel Knox, 1918 *Salesmanship and Business Efficiency (Classic Reprint)* James Samuel Knox, 2017-10-12 Excerpt from Salesmanship and Business Efficiency Four We divide Salesmanship into four fundamental factors mental factors the salesman the customer or prospective customer the article to be sold and the psychological process known as making the sale First more than a quarter of a century's selling and managerial experience has proved that success in Salesmanship is between seventy five and ninety per cent that the man must have certain qualities developed or he cannot succeed To teach a man how to sell without first developing his personality his health honesty initiative purpose sincerity and judgment is to send him into business without the ability to do business So we devote considerable time to the development of the qualities which must be possessed in order to make an individual strong A salesman must have ability and he must have confidence in that ability Second we study human nature To be successful an individual must know human nature He must know how to chart the tides and currents of thought feeling and desire or the Ship he is sailing will strike the rocks and Sink Third the salesman must know his goods and he must know them thoroughly whether he is Selling pins or pianos real estate or religion education or eatables Fourth he must understand the mental processes through which the mind is taken while a sale is being made He must know how to get the attention how to interest his prospective buyer how to convince him how to arouse his desire and how to close the sale About the Publisher Forgotten Books publishes hundreds of thousands of rare and classic books Find more at www.forgottenbooks.com This book is a reproduction of an important historical work Forgotten Books uses state of the art technology to digitally reconstruct the work preserving the original format whilst repairing imperfections present in the aged copy In rare cases an imperfection in the original such as a blemish or missing page may be replicated in our edition We do however repair the vast majority of imperfections successfully any imperfections that remain are intentionally left to preserve the state of such historical works

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Whispering the Secrets of Language: An Mental Journey through **Salesmanship And Business Efficiency**

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