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A Salesman's Guide to **More Effective SELLING**

The Handbook on
BASIC Selling Skills

Homer B. Smith

This is the **CLASSIC** quick-study handbook that has trained thousands of salespeople in **BASIC SELLING SKILLS** for hundreds of corporations and **STILL** going strong!

SaleSmans Guide To More Effective Selling The Handbook Of Selling Skills

RJ Shavelson



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