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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 **Advanced Sales Skills Guidebook** Daniel Farb, Bruce Gordon, 2005 This guidebook combines the company s funniest and most interesting sales related courses in one affordable package in a text only version that keeps readers on the cutting edge of sales Completion of this program will develop skills in areas not generally covered by most sales training courses **Powerful Medical Device Sales Guidebook** Susan Postnikoff, Bruce Gordon, Daniel Farb, Cynthia Drake, 2005-08 A guide for the medical device and pharmaceutical sales representative on sales skills to use with doctors and hospitals while observing correct procedures and building trust It covers the structure of a hospital medical staff the hospital pharmacy hospital based pharmacist the nursing service policies and procedures for hospital vendors

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