

MODERN PERSUASION STRATEGIES

*The Hidden
Advantage in
Selling*

DONALD J. MOINE • JOHN H. HERD

Modern Persuasion Strategies The Hidden Advantage In Selling

Charles Warner, Joseph Buchman



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is that those who are not good at sales can become good and those who are already good can become great simply by making small continuous improvements in four key areas self improvement sales skills product and service knowledge and technology He gives readers a game plan for making improvements in each of these areas and provides hundreds of detailed strategies practical exercises and actionable instructions to use immediately to begin improving sales results Each chapter includes a convenient at a glance summary and there s a quick review guide so that readers can easily use Continuous Sales Improvement as an ongoing reference Continuous Sales Improvement includes case studies from legendary figures in the history of sales plus interviews with some of today s top performers It also includes tips for selling in specific industries including real estate insurance financial services and network marketing Those who are a salesperson a sales trainer or just a business owner who wants better sales results Continuous Sales Improvement is a must have **50+ Activities to Teach Negotiation** Ira Asherman,Ira G. Asherman,1996 This collection of fully reproducible trainer led exercises teaches and reinforces the skills necessary to be a successful negotiator Skills include being assertive questioning techniques surfacing intangibles planning a negotiation managing expectations building trust and more **W. Clement Stone's Believe and Achieve** W. Clement Stone,2024-11-26 The 17 principles of success highlighted in Believe and Achieve are proven basics that can encourage anyone to take that extra step to achieve greatness Mary Kay Ash Founder Mary Kay Cosmetics Inc Do you have high goals Yes or no Whether you do or do not you can now learn how to motivate yourself to set high goals become successful and stay that way If ever there was a time when America needed the help of a positive mental attitude it is NOW Do you want to bring your dreams into reality You can if you want to by following the principles in this guide Remember you have unlimited potential Convert it into actual power and USE IT Become Successful And Stay That Way When You Believe And Achieve In 1952 W Clement Stone and Napoleon Hill joined forces and philosophies Stone added his Positive Mental Attitude PMA concept to Hill s principles resulting in the classic book Success Through a Positive Mental Attitude The two men spent the next 10 years writing and lecturing about the story of success through PMA Their formula was to become the foundation for virtually all modern motivational writing **Negotiation at Work** Ira Asherman,2012 Serious activities for teaching the art of negotiation **Agency Sales** ,1985 The Publishers' Trade List Annual ,1985 modernas tecnicas de persuasao Donald J. Moine,John H. Herd,1988-02 O processo de vendas muito mais do que um processo racional j que o emocional b sico para uma boa venda O treino especial ou a verdadeira m gica de vendas descrito neste livro possibilitar ao vendedor uma maior intera o com o cliente e como resultado um grande sucesso de vendas **Performance Management** Michael D. McMaster,1986 **The Mystery Patient's Guide to Gaining & Retaining Patients** Suzanne Boswell,1997 *Broadcast and Cable Selling* Charles Warner,Joseph Buchman,1993 **Field Guide to Current Training Videos** Laura Winig,William Ellet,1995 Comprises an annotated subject list of videocassettes with a section on their evaluation Includes a producer and distributor directory *Anwendung des Neurolinguistischen Programmierens im Persönlichen Verkauf* Grit

Reimann,1998-04-11 Inhaltsangabe Einleitung Anliegen der Arbeit ist es die Grundlagen des Neurolinguistischen Programmierens NLP herauszuarbeiten und einen Rahmen dafür zu geben wie Techniken und Methoden in die Arbeitsweise des Persönlichen Verkaufes eingeordnet werden können Die Abgrenzung des Umfanges dieser Arbeit auf die Darstellung und Diskussion des NLP im Persönlichen Verkauf und die Ausrichtung der Erfolgskriterien auf die Anwendung dieses Kommunikationsmodelles implizieren da die Arbeit in erster Linie psychologisch und kommunikationsorientiert ist Zunächst wird die Einordnung des Persönlichen Verkaufs innerhalb des Marketing vorgenommen und bestehende Theorien die das Verhalten des Menschen erklären dargestellt Später werden dafür im konkreten Fall des Verkaufsgesprächs Anwendungen von NLP konstruiert Es werden die Elemente von NLP und deren Nützlichkeit beim Gebrauch durch den Verkäufer untersucht Anhaltspunkt ist die Erreichung eines verkaufswirksamen Kundenkontaktes durch Kenntnisse des NLP Die verbesserte Wahrnehmung die sich sowohl auf die eigene Person des Verkäufers als auch auf die des Kunden sowie auf die als Rahmen vorhandene Umwelt beziehen kann ferner präzisere und kongruente verbale und nonverbale Ausdrucksformen und schließlich eine vertrauensförderliche positive innere Einstellung zu sich selbst und seinem Kunden sind Schritte auf dem Weg dahin NLP möchte dem Verkäufer Fähigkeiten vermitteln die es ihm gestatten ein kundenorientiertes Management zu verkörpern Diese Fähigkeiten zu denen der sichere Rückgriff auf eigene Stärken die verbale und nonverbale Kontaktaufnahme das Wahrnehmen von Partnerfeedback das Abstimmen des eigenen Verkaufsverhaltens auf unterschiedliche Wahrnehmungstypen und das Bewusstsein mehrere Wahlmöglichkeiten im Handeln zu haben sowie der richtige Einsatz der Ressourcen konstruktive Energie in Widerständen zu erkennen und zu nutzen gehören dazu Die einzelnen Entscheidungsprobleme werden im Verkaufsgespräch strukturiert so dass typische Problembereiche erkennbar und vor allen Dingen auch ihre Beziehungen zum Gesamtsystem des Persönlichen Verkaufs deutlich werden Inhaltsverzeichnis

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