

# SELLING - THE HOW AND WHY:

A Comprehensive  
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to Salesmanship

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# Selling The How And Why A Comprehensive Introduction To Salesmanship

**Robert L. Shook**



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**The Perfect Sales Presentation** Robert L. Shook,2011-08-17 America s best salespeople from businesses spanning IBM to Mary Kay Cosmetics take you along on the perfect sales presentation There s much more to superselling than just showing a great product Sales presentations that consistently get results are subtle blends of skill performance and manipulation It s a craft that s almost magical but a craft that can be learned Now five of the top salespeople in America Martin Shafiroff Betty C Hardeman Joe Gandolfo Mary Kay Ash and Buck Rodgers distill lifetimes of sales expertise into a step by step guide that can help you succeed regardless of the product or service you re selling You ll watch as a fictional character representing the combined experience of these five leading sales pros conducts the perfect presentation from getting past a secretary on the phone to turning a recalcitrant executive into an eager new customer Then you ll hear detailed commentary from each of the five experts on subjects including Doing your homework beforehand Creating initial interest Fact finding Presenting the product Controlling and assuming the sale Overcoming objections Closing the sale Servicing the customer The Perfect Sales Presentation shows you dozens of techniques in action that can make your presentations more effective and more lucrative In a world that is ever more competitive here is practical sales advice from the best your personal edge that can help get you to the top and keep you there *Advertising and Sales Promotion* Pankhuri Bhagat,2020-06-11 Advertising and Sales Promotion by Pankhuri Bhagat is a publication of the SBPD Publishing House Agra The author holds a M Com B Ed NET and MBA degree She was the assistant professor at SVMMPG College Gorakhpur Book Code 4945

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