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NON- MANIPULATIVE SELLING

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TONY ALESSANDRA, Ph.D., PHIL WEXLER
& RICK BARRERA

Non Manipulative Sellingaudio Cabettes

Anthony J. Alessandra,James Cathcart



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Berle, 1990-08-14 As in scouting so in business Be prepared Adopting the tactic that the best offense is a good defense it supplies entrepreneurs with essential information for surviving in the treacherous world of independently owned and operated businesses With hundreds of entries ranging from Academy of Senior Professionals to Media Kit to Zenz Case It provides lucid and concise definitions and guidance on topics of interest to the businessman Loaded with useful data it includes numerous charts figures and illustrations With only one in six U S businesses surviving their first five years It is essential reading for the start up businessman who does not want to end up a statistic **Computer Dealer** , 1981-04

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positive attitude getting attention setting goals improving communication evaluating customer service and building leverage

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