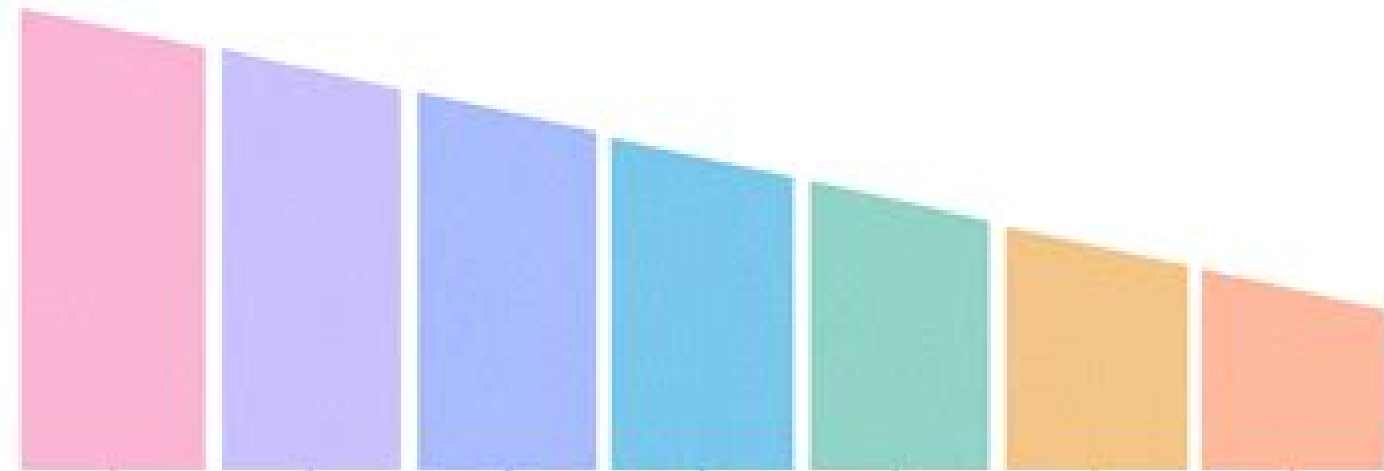




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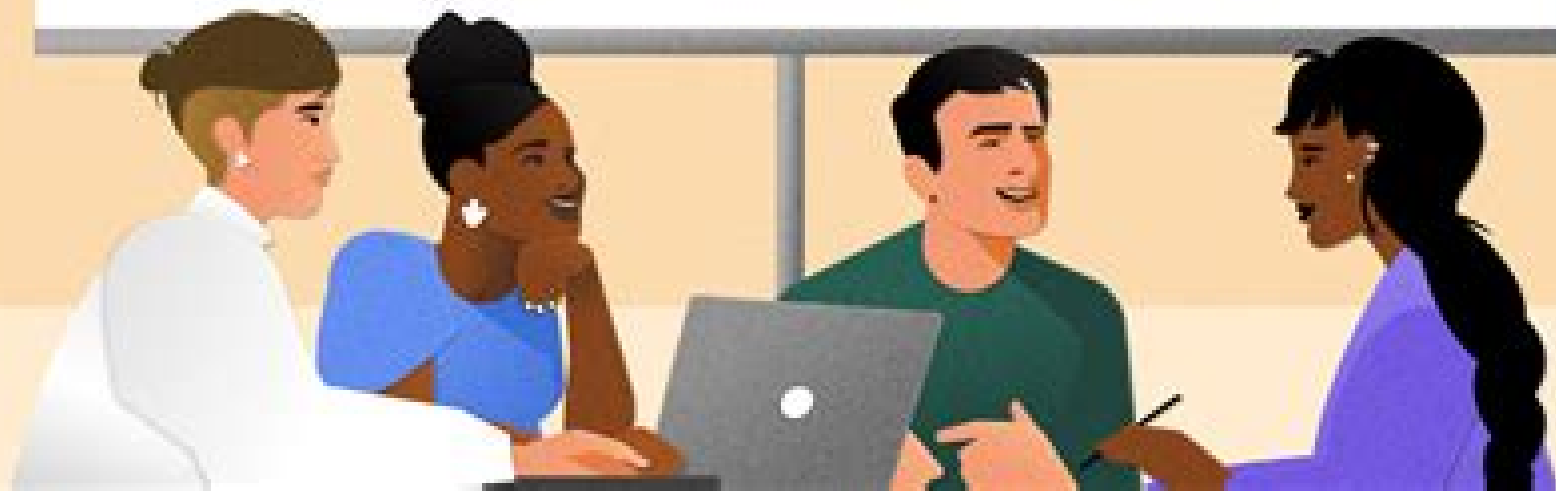
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Sell Like A Pro A Buyer Friendly Approach To Sales

**Dawn Deeter-Schmelz, Gary
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including vital but often overlooked issues such as payment and refund guarantees which have been at the forefront of recent litigation and practice It also critically and thoroughly analyses several types of standard insurance contracts including shipbuilder s risks and mortgagee s interests which are not adequately dealt with elsewhere and it provides a critical and contemporary discussion on the legal and practical issues surrounding ship finance ship mortgages and more esoteric issues such as the use of bareboat charters and financial derivatives This book is an indispensable guide for legal practitioners academics and industry professionals worldwide The book is divided into 3 parts Legal Issues relating to Ship Building Ship Sale Contracts and Practice and Legal and Practical Issues relating to Ship Finance Each has been expertly contributed to by the leading practitioners and academics in the field from top firms chambers and institutions including Ince Co Quadrant Chambers Haynes and Boone CDG LLP Holman Fenwick Willan LLP Watson Farley Williams LLP 7 Kings Bench Walk and Institute of International Shipping and Trade Law IISTL of Swansea University *Professional Selling* Dawn Deeter-Schmelz, Gary Hunter, Terry Loe, Ryan Mullins, Gregory Rich, Lisa Beeler, Wyatt Schrock, 2024-02-04 Formerly published by Chicago Business Press now published by Sage Professional Selling covers key sales concepts and strategies by highlighting detailed aspects of each step in the sales process from lead generation to closing Co authored by faculty from some of the most successful sales programs in higher education the Second Edition also offers unique chapters on digital sales customer business development strategies and role play

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