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STRATEGIES & TECHNIQUES FOR CREATING CUSTOMERS,
NOT JUST SALES

NON- MANIPULATIVE SELLING

S E C O N D E D I T I O N
R E V I S E D & E X P A N D E D

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

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Non-Manipulative Selling Anthony J. Alessandra, Tony Alessandra, Phillip S. Wexler, Rick Barrera, 1992-04-09 Salespeople are among the most highly paid professionals in American society and they are very important to the economy Why then do so few people respect sales as a career In *Non Manipulative Selling* the authors attempt to address that question for a broad business audience *Non Manipulative Selling* offers the strategies and techniques for creating customers not just sales

Directory of Spoken-word Audio Cassettes Gerald McKee, 1983 *Directory of Spoken-word Audio Cassettes* , 1983

Words on Cassette, 2002 R R Bowker Publishing, 2002 *On Cassette* , 1990 **The Business of Selling** Anthony J. Alessandra, James Cathcart, 1985 **Publishers Directory** , 1994 **Training and Development Organizations**

Directory , 1988 **Training Directory for Business and Industry** , 1989 *Computer Dealer* , 1981-04 *The Small Business Information Handbook* Gustav 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 *Bowker's Complete Video Directory 1996* R R Bowker Publishing, 1996-03 **InfoWorld** , 1983-03-07 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects **State of the Art Selling** Barry J. Farber, 1994 Sales personnel share practical advice about a positive attitude getting attention setting goals improving communication evaluating customer service and building leverage

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