

The Science Of Selling Proven Strategies To Make Your Pitch Influence Decisions And Close The Deal

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WebAs relevant as this proven science is to success in selling, often sales people are taught sales strategies and tactics that actually clash with how human beings are wired to be influenced. This has caused many sales to be lost ...

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WebThis scientific research also has a profound effect upon selling because it clearly demonstrates how a sales person's influence can be enhanced. Furthermore, though selling used to be an art that seemed to rely on nothing more than a shoeshine and a smile, now because of the proven science ...

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Webscience has proven create and enable influence, and translate them into practical, sales specific concepts, strategies and tactics that guide sales people in behaving in ways that will enhance their ability to sell. The way ...