



Take the Luck Out of Selling: Learn the Secrets of the Science of Excellence

By Michael Brook

Trafford Publishing, Canada, 2007. Paperback. Book Condition: New. 224 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Take the Luck out of Selling is designed to help any professional whose main job is to sell products, services or ideas, to develop the behaviours, attitudes and skills that will ensure their success. The technology that lies behind this book is the science of excellence, NLP and the science of influence. We are all selling every single day and yet there is a real shortage of internationally effective books that will help people who want to develop their skills further. Not all companies provide their sales professionals with training and, of those who do, it is often fairly basic or in some cases poor. I want anyone reading this book to have high quality information that is easily accessible. It will help anyone who wants to develop personally, as well as in their chosen profession. This book is based around my already successful training programme, Advanced Sales Development System. This is a modular system and uses modern psychology, NLP and accelerated learning technologies to create behavioural change in order to improve and enhance performance in the area...



READ ONLINE
[2.11 MB]

Reviews

An exceptional pdf and the typeface utilized was fascinating to read through. It can be written in straightforward words and phrases instead of confusing. I am just quickly could possibly get a delight of looking at a written ebook.

-- Prof. Arlie Bogan

It is in a single of the best book. This is for those who state there had not been a well worth reading through. Once you begin to read the book, it is extremely difficult to leave it before concluding.

-- Dr. Barney Robel Jr.