

Consultative selling: the Hanan formula for high-margin sales at high levels

Hanan, Mack, author

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Abstrak

"For more than two decades, Consultative Selling? has enabled sales professionals around the world to achieve unprecedented success by helping their clients make more profitable business decisions. The Seventh Edition gives you the tools to continue bringing superior results to 21st Century organizations?and take your own career to a new level.