Questions that sell: the powerful process for discovering what your customer really wants

Cherry, Paul, author Deskripsi Lengkap: https://lib.ui.ac.id/detail?id=20441516&lokasi=lokal

Abstrak

Simply knowing the right questions to ask can make the difference between finalizing a sale or losing it. Most salespeople have extensive knowledge of their products, but many fail to ask the questions that will help them uncover the real needs of their customers.