Sales scripts that sell

Gamble, Teri Kwal, author

Deskripsi Lengkap: https://lib.ui.ac.id/detail?id=20443588&lokasi=lokal

Abstrak

Whatever the scenario, effective salespeople know how to immediately establish customer rapport, build trust and self-confidence, overcome resistance and objections -- and win sales. Completely updated with all new material, Sales Scripts That Sell puts the most powerful selling scripts at readers' fingertips, providing solutions for a wide range of sales situations.