

SELLING SKILLS

7 Essential Selling Skills Every Salesperson Should Know



Advanced Selling Skills Ppt

Brian Tracy



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and sizing up the customer Interviewing phase selling skills including asking open style questions listening actively and triggering your customer s imagination Matching phase selling skills including applying the SELL formula translating benefits into real money and mastering the art of storytelling Closing phase selling skills including tuning in to buying signals manufacturing a close and perfecting the art of silence Objection handling phase selling skills including conditioning yourself positively to objections pre handling predictable objections and playing CATCH with every objection raised All neatly summed up in 52 skill honing sections with skill enhancing exercises to perfectly suit a busy life in sales NOT GOT MUCH TIME One and five minute introductions to key principles to get you started AUTHOR INSIGHTS Lots of instant help with common problems and quick tips for success based on the author s many years of experience TEST YOURSELF Tests in the book to keep track of your progress EXTEND YOUR KNOWLEDGE Extra online articles at www.teachyourself.com to give you a richer understanding THINGS TO REMEMBER Quick refreshers to help you remember the key facts TRY THIS Innovative exercises illustrate what you ve learnt and how to use it

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The Professional Selling Skills Workbook Avila, 1996 The Professional Selling Workbook contains sales exercises compiled from both academic and industry trainers as well as additional exercises specifically developed for this workbook Can be used as a stand alone text for personal selling or as a supplement text for sales management In addition to the number and variety of exercises available in each section the workbook offers the instructor a mix of truly experiential exercises coupled with self assessment tools and cognitive discussion question enabling

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