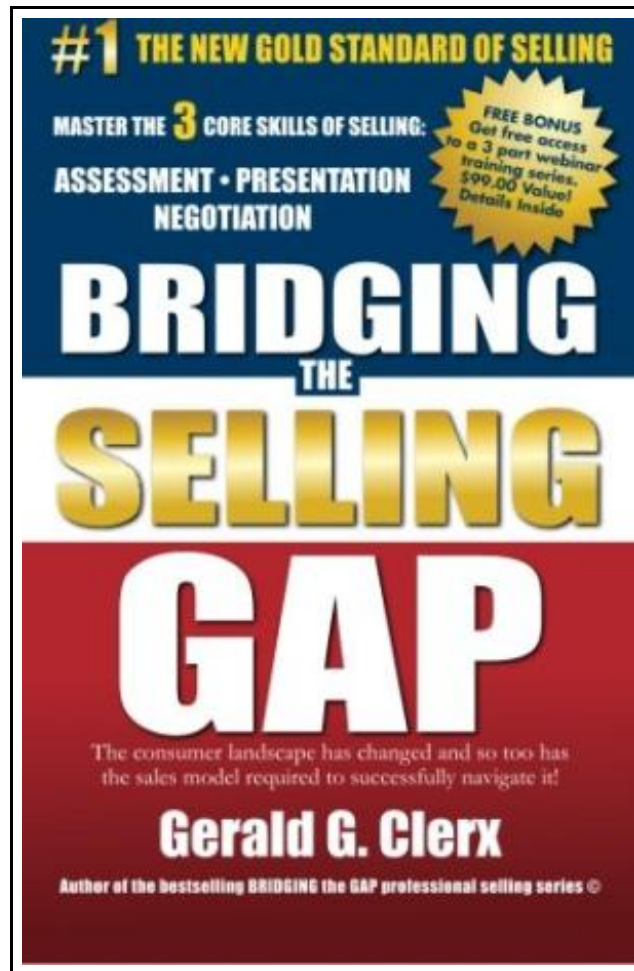


Bridging the Selling Gap: Master the 3 Core Skills of Selling: Assessment Presentation Negotiation (Paperback)



Filesize: 5 MB

Reviews

Simply no words and phrases to clarify. It really is full of knowledge and wisdom You wont feel monotony at at any moment of the time (that's what catalogs are for relating to when you question me).

(Paolo Spinka)

BRIDGING THE SELLING GAP: MASTER THE 3 CORE SKILLS OF SELLING: ASSESSMENT PRESENTATION NEGOTIATION (PAPERBACK)



Createspace, United States, 2012. Paperback. Book Condition: New. 216 x 140 mm. Language: English . Brand New Book ***** Print on Demand *****.The global economic downturn marked a critical crossroad for the sales profession. This event dramatically altered the consumer landscape and forever changed the sales model required to successfully navigate it. Today, consumers are more skeptical, price conscious, product savvy and pressure resistant than at any other time in history. They don't want to be cold called, up sold, or hard sold. They don't want to be trial closed, tie-down closed or Columbo closed. They don't want loss leaders, red herrings or high pressure. These old school tactics have no place in this new consumer landscape. A fresh new partnership approach to selling has officially trumped the old salesmanship approach of years past. This book represents the transition point of the sales profession by introducing you to the Gap Analysis Sales Model, a fresh new client-centric approach to selling that puts the client's need above all else. Bridging the SELLING Gap is three books in one: In Part 1 you'll learn how to accelerate your selling success by mastering the first phase of the Gap Analysis Sales Model -- ASSESSMENT. In this part of the book, you will discover exactly what questions to ask to fully uncover the gap between two reference points: 1. Your client's current reality condition, and 2. Your client's desired reality outcome. After all the difference between these two points constitutes the problem to which your product (or service) offering represents the solution. You'll also learn how to identify your prospect's engagement profile so that you'll understand what he or she needs to hear, see and know to support a favorable buying decision. In Part 2 you...



Read Bridging the Selling Gap: Master the 3 Core Skills of Selling: Assessment Presentation Negotiation (Paperback) Online



Download PDF Bridging the Selling Gap: Master the 3 Core Skills of Selling: Assessment Presentation Negotiation (Paperback)

Relevant eBooks



Coralie (Paperback)

1st World Library, United States, 2005. Paperback. Book Condition: New. 216 x 140 mm. Language: English . Brand New Book ***** Print on Demand *****.Purchase one of 1st World Library's Classic Books and help...

[Read Document »](#)



The Range Dwellers (Paperback)

1st World Library, United States, 2005. Paperback. Book Condition: New. 216 x 140 mm. Language: English . Brand New Book ***** Print on Demand *****.Purchase one of 1st World Library's Classic Books and help...

[Read Document »](#)



Finally Free (Paperback)

Createspace Independent Publishing Platform, United States, 2016. Paperback. Book Condition: New. 216 x 140 mm. Language: English . Brand New Book ***** Print on Demand *****.Its been four years since Malakais death, and Kinara couldnt...

[Read Document »](#)



The Poor Man and His Princess (Paperback)

Mark Martinez, United States, 2015. Paperback. Book Condition: New. 216 x 140 mm. Language: English . Brand New Book ***** Print on Demand *****.The Poor Man and His Princess is a children's short story...

[Read Document »](#)



The Stories Mother Nature Told Her Children (Paperback)

1st World Library, United States, 2005. Paperback. Book Condition: New. 216 x 140 mm. Language: English . Brand New Book ***** Print on Demand *****.Purchase one of 1st World Library's Classic Books and help...

[Read Document »](#)