1. Record Nr. UNINA9910149170403321 Autore Flannery Pearce Titolo Ask for the order! // Pearce Flannery Pubbl/distr/stampa Cork, Ireland:,: NuBooks,, 2011 ©2011 **ISBN** 1-84621-038-0 Descrizione fisica 1 online resource (36 p.) Disciplina 658.85 Soggetti Selling Marketing Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. INTRODUCTION: DEVELOPING A WINNING ATTITUDE: Developing a Nota di contenuto Positive Attitude; Setting Goals; Believe in Yourself; Understanding Personal Motivation; DEVELOPING EFFECTIVE SELLING SKILLS; Salesmanship: Art or Science?; Sources of Sales; Understand the Buying Motives of a Prospect; Sales Prospecting; Cold Calling; Qualifying the Customer; Making a Sales Presentation; Overcoming Objections; Closing the Sale; ABOUT THE AUTHOR In business, nothing happens until a sale happens. Delivered to acclaim Sommario/riassunto for many years, the ASK (Attitude + Skills + Knowledge) sales process is easy to understand and gives you the competitive advantage you need in business. ASK for the Order! is a useful refresher or

introduction to the sales process.