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Autore	Blount Jeb
Titolo	Inked : the ultimate guide to powerful closing and sales negotiation tactics that unlock yes and seal the deal / / Jeb Blount
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ISBN	1-119-54055-0 1-119-54054-2
Edizione	[1st edition]
Descrizione fisica	1 online resource (339 pages)
Disciplina	658.4052
Soggetti	Negotiation in business
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Sommario/riassunto	Learn powerful closing and sales negotiation tactics that unlock yes and seal the deal. Each year, sales professionals leave billions of dollars on the table because they are out gunned, out maneuvered, and out played by savvy buyers, who have been schooled in the art and science of negotiation. Because today's buyers have more power than ever before—more information, more at stake, and more control over the buying process—they almost always enter sales negotiations in a much stronger position than the salespeople on the other side of the table. The results are sadly predictable: salespeople and their companies end up on the losing end of the deal. In this brutal paradigm, if you fail to master the skills, strategies, and tactics to go toe-to-toe with modern buyers and win at the sales negotiation table, your income and long-term earning potential will suffer—along with your company's growth, profits, and market valuation. In his new book INKED: The Ultimate Guide to Powerful Closing and Sales Negotiation Tactics that Unlock YES and Seal the Deal , Jeb Blount levels the playing field by giving you the strategies, tactics, techniques, skills, and human-influence frameworks required to become a powerful and effective sales negotiator. In his signature, straightforward style, Jeb pulls no punches. He slaps you right in the face with the cold, hard truth and lays bare

the reasons why you keep getting beaten by buyers who have been trained in how to play you. Then, he teaches you exactly what you need to know, do, and say to gain more control and more power over the outcomes of your deals, and WIN. You'll learn: Seven Immutable Rules of Sales Negotiation Why "Win-Win" Usually Means "You-Lose" The One Rule of Sales Negotiation You Must Never Break How to Leverage the Powerful MLP Strategy to Bend Win Probability in Your Favor The ACED Buyer Persona Model and How to Flex to Buyer Communication Styles Seven Principles of Effective Sales Negotiation Communication How to Leverage the DEAL Sales Negotiation Framework to Control the Negotiation Conversation and Get Ink How to Gain the Advantage with Comprehensive Sales Negotiation Planning Strategies and Tools Powerful Negotiation Psychology and Influence Frameworks that Keep You in Control of the Conversation How to Rise Above the Seven Disruptive Emotions that are Holding You Back at the Sales Negotiation Table How to Protect Yourself from the Psychological Games that Buyers Play With these powerful ta...

2. Record Nr.	UNINA9910778719703321
Autore	Moore Kathleen Dean
Titolo	Pardons : justice, mercy, and the public interest / / Kathleen Dean Moore
Pubbl/distr/stampa	New York ; ; Oxford, [England] : , : Oxford University Press, , 1989 ©1989
ISBN	0-19-773119-8 0-19-802250-6 1-280-45397-4 0-19-535426-5 0-585-32364-X
Descrizione fisica	1 online resource (284 p.)
Disciplina	347.30577
Soggetti	Pardon - United States Pardon
Lingua di pubblicazione	Inglese
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Nota di bibliografia

Includes bibliographical references and index.

Nota di contenuto

Contents; Introduction; I: A Philosophical History of Punishment and Pardon; 1. Pardon Before the Enlightenment; 2. Eighteenth-Century Reactions Against Pardon; 3. The Utilitarians' Position; 4. The Nineteenth Century: Pardon and the Right to Punishment; 5. Pardon and the Rehabilitative Ideal; 6. The Retributivist Backlash; 7. Pardon in Transition; II: A Retributivist Theory of Pardon; 8. How a Retributivist Theory Can Justify Pardon; 9. Legalistic Retributivism; 10. Moralistic Retributivism; 11. Deserving Punishment and Deserving Pardon; 12. Justified Pardons: Innocence; 13. Justified Pardons: Excuses; 14. Justified Pardons: Justifications; 15. Justified Pardons: Adjustments to Sentences; III: Applications, Both Practical and Theoretical; 16. How to Distinguish Forgiveness, Mercy, and Pardon; 17. How to Abuse the Pardon Power; 18. How Presidential Pardon Practices Should Be Changed; Conclusion; Notes; Bibliography; Books and Articles; Legal Cases; Public Documents; Unpublished Materials; Index; A; B; C; D; E; F; G; H; I; J; K; L; M; N; O; P; Q; R; S; T; U; V; W; Y; Z