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Power Selling: Lessons in Selling from Successful Brands These short vignettes highlight examples of how successful companies implemented one of the concepts covered in the chapter.

This text was adapted by The Saylor Foundation under a

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empathy and is typically required for selling complex or technical products with many options, so considerable product knowledge and sales training are necessary.

PERSONAL SELLING AND SALES MANAGEMENT

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â¬ personal selling skills â¬ reference selling â¬ sales presentation â¬ trial close OBJECTIVES After studying this chapter, you should be able to: 1. Distinguish the various phases of the selling process 2. Apply different questions to different selling situations 3. Understand what is involved in the presentation and the demonstration 4.

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