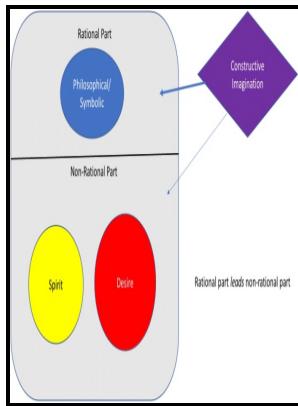


# Selling with science & soul - increase your sales by applying the latest research on selling & the timeless principles of spirit

**World Business Pub. - Selling with Science Instead of High Pressure**



Description: -

- Peace.
- Nuclear arms control.
- Nuclear disarmament.
- Sales personnel.

Selling. Selling with science & soul - increase your sales by applying the latest research on selling & the timeless principles of spirit

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Notes: Includes bibliographical references (p. 196-203).

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## Is Selling an Art or a Science?

In the sales business, as you work through your sales funnel, over time you will learn how to expect certain results a certain percentage of the time — certain conversion rates at each stage of your sales process. East Lansing, MI: Michigan State University Press, 1995. Though selling used to be an art that seemed to rely on nothing more than a shoeshine and a smile, now because of the proven science of influence, it has evolved.

## Is Selling an Art or a Science?

I have experienced the frigid temperatures, incessant snow and ice that a Minnesota winter can produce because I attended college there. Though, this is clearly not the case as research studies have shown that a persuasive appeal is enhanced when it is done through interpersonal relationships.

## Is Selling An Art or a Science

The challenge for most sales professionals is creating art from words and understanding when and how to say the right things to engage, entice, and persuade customers. Just smile at them more.

## Virtual Selling: 3 Science

While there are many scientific disciplines that have meaningfully contributed to the study of how humans are influenced, one of the most prominent is social psychology.

## Virtual Selling: 3 Science

Marianne Dainton and Elaine D.

## **5 Steps to Mastering The Art & Science of Selling**

If you have 10 sales people making calls, then by making them call from local numbers is the equivalent of hiring an extra 6 full time salespeople!  
Get the proven science behind unforgettable sales presentations in the webinar.,

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