



## Sales Psychology, Negotiation and Persuasion

By Asligul Aktas

GRIN Verlag Dez 2015, 2015. Taschenbuch. Book Condition: Neu. 210x148x1 mm. This item is printed on demand - Print on Demand Neuware - Research Paper from the year 2015 in the subject Communications - Public Relations, Advertising, Marketing, Social Media, , language: English, abstract: The sales landscape is very crowded. Very few leaders take the time to understand the science behind human thinking and decision making to survive even in this complicated sales landscape. Whether it is with clients, suppliers, investors or employees, this paper gives practical hints about how to win the sales deals, negotiate successfully and persuade the other party at the same time conserving authenticity, through the help of the principles behind human thinking process. 16 pp. Englisch.



## Reviews

It is great and fantastic. Better then never, though i am quite late in start reading this one. Your life period will likely be transform once you comprehensive reading this book.

-- Blanca Davis

An extremely wonderful book with lucid and perfect information. It is one of the most awesome publication i have read. Your life period will probably be enhance the instant you total looking at this pdf.

-- Prof. Dan Windler MD