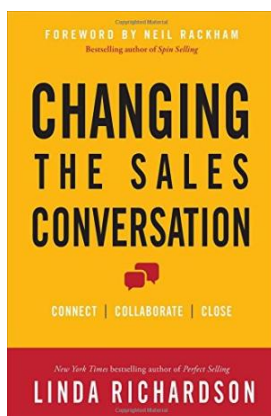


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## CHANGING THE SALES CONVERSATION: CONNECT, COLLABORATE, AND CLOSE



McGraw-Hill Education - Europe. Hardback. Book Condition: new. BRAND NEW, Changing the Sales Conversation: Connect, Collaborate, and Close, Linda Richardson, This title helps you create better, more effective conversations in today's hyper-digital world. In this era of iPads, iPhones, and apps, sales communications may be growing, but sales conversations are dying - and so are too many sales. Globalization, the explosion in competition, the slow economy, and fast-emerging technologies all have changed buying habits. Salespeople can no longer rely on...

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