



101 Ways to Successful Selling

By Prem P. Bhalla

Goodwill Publishing House, New Delhi, India. Softcover. Book Condition: New. Everybody needs to sell ideas, opinions, and beliefs to others. Some do it well. The majority struggles throughout life, sometimes attaining success, and at other times, compromising on the situation. Those who succeed look forward to making selling a lifetime career, offering a variety of products and services for sale in the market. Selling is one of the oldest professions taken up by the human race. However, it is no longer what it once used to be. Today it is a very competitive profession that requires many skills abilities to succeed. Those who have the right temperament develop selling skills quickly. Others can learn them equally well to be proficient in their everyday activities. The art of selling has been thoroughly investigated and analysed to make it easy for the newcomers to understand what is required in the making of a good salesperson. At the same time, various elements that contribute to effective selling have also been clearly defined. Learning them can help develop selling skills. This book is a collection of 101 ways to successful selling. An effort has been made to present a variety of facts and situations that lead to...



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