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# How Master Art Selling Hopkins

**S Ben Porath**



## How Master Art Selling Hopkins:

**How to Master the Art of Selling** Tom Hopkins, 2015-05-04 You're in sales. Whether you call it persuasion or sharing, it all boils down to the same thing: Your aim is to get other people to accept you, your product, or your idea. Within these pages are hundreds of ideas for doing just that. Not only are the ideas here, but the words and phrases that make them work are here as well. Tom Hopkins is unique in that he won't teach you any strategy that he hasn't proven to work successfully in real-life selling situations. One single strategy alone has tripled the sales volume of many readers. That's why the book is recognized as a classic 25 years after its first printing. This book is written in clear, easy-to-understand language. There's no hype or theory here, just proven, effective, how-to strategies to help you increase your sales volume immediately. Need help in a specific area? Check out the detailed index. The answers to nearly every concern or objection are literally at your fingertips. Save yourself the time it took Tom to master the art of selling. It's all wrapped up in these pages for you. **Summary: How**

**to Master the Art of Selling** BusinessNews Publishing, 2013-02-15 The must-read summary of Tom Hopkins' book *How to Master the Art of Selling: The Best Book Ever Written on Selling Salesmanship*. This complete summary of the ideas from Tom Hopkins' book *How To Master The Art of Selling* exposes how the best salesmen employ skills that can be easily understood, learned, and applied. Examining every stage of sales and selling, from sales calls to initial meetings, follow-ups, and long-term strategies, this useful summary provides you with the tools needed to improve your own sales skills. Added value of this summary: Save time. Understand key concepts. Expand your sales skills. To learn more, read *How to Master The Art of Selling* and discover how to use your creativity to control your profitability. [Alles, was Sie über das Verkaufen wissen müssen: Ich und der Kunde](#)

Dominik Birgelen, 2014-01-25 Welche Einsichten können Verkäufer von Spitzensportlern, Schauspielern, Politikern, Sprach- und Sozialwissenschaftlern, Psychologen, Psychoanalytikern, Neurologen, Kulturanthropologen, Hypnotiseuren, Mentalisten und vom FBI gewinnen? In diesem Buch werden die Geheimnisse der besten Menschenkenner und Verkäufer gelistet und auf den Vertrieb übertragen. Der Leser erfährt, wie es gelingt, mit Mentaltraining und Selbstmotivation mehr Selbstvertrauen aufzubauen und mithilfe von Kenntnissen in Psychologie, Neuromarketing und Kundentypologie unterschiedliche Verhandlungspartner besser zu steuern. Ein Buch mit zahlreichen Praxisbeispielen und Musterdialogen, damit die Umsetzung im Vertriebsalltag leichter gelingt. *10 Steps to Successful Sales* Brian Lambert, 2009-12-01 Insights

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*The Power of Persuasion* Robert Levine,2006-01-23 An engaging highly readable survey of the sophisticated methods of persuasion we encounter in various situations From television to telemarketing and from self deception to suicide cults Levine takes a hard look at all the ways we attempt to persuade each other and how and why they work or don t The next time you wonder what possessed you to pay 50 for a medallion commemorating the series finale of Friends you ll know where to turn Slashdot org If you re like most people you think advertising and marketing work just not on you Robert Levine s *The Power of Persuasion* demonstrates how even the best educated cynics among us can be victimized by sales pitches The Globe and Mail Levine puts his analysis in the service of his real mission to arm the reader against manipulation The Wall Street Journal This wonderful book will change the way you think and act in many realms of your life Philip Zimbardo former president American Psychological Association

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**Selling High-tech Products and Services** Ira S. Kalb,1991

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