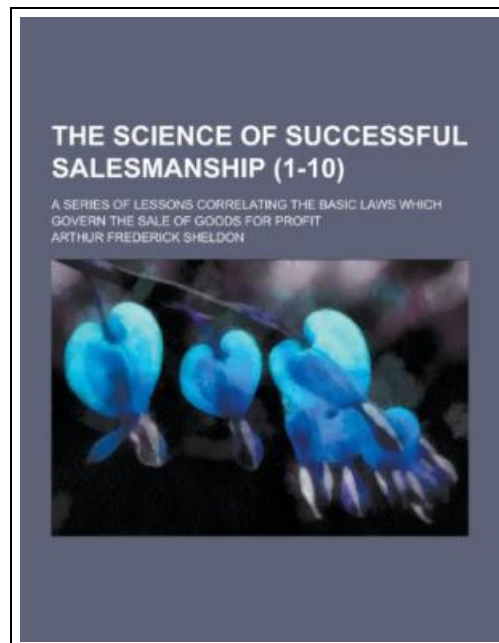


The Science of Successful Salesmanship; A Series of Lessons Correlating the Basic Laws Which Govern the Sale of Goods for Profit (1-10)



Filesize: 3.35 MB

Reviews

Complete information for publication fanatics. It is actually rally intriguing throgh reading period of time. I am happy to explain how this is actually the greatest publication i actually have read inside my own daily life and may be he finest ebook for possibly.
(Ms. Heidi Rath)

THE SCIENCE OF SUCCESSFUL SALESMANSHIP; A SERIES OF LESSONS CORRELATING THE BASIC LAWS WHICH GOVERN THE SALE OF GOODS FOR PROFIT (1-10)



Theclassics.Us, United States, 2013. Paperback. Book Condition: New. 246 x 189 mm. Language: Latvian,English . Brand New Book ***** Print on Demand *****. 1903 edition.: .has gone far enough, when points have been pressed hard enough, and even when enough goods have been sold. No salesman of tact will force sales that he knows the customer will regret, or, in the case of wholesaling, that will overstock and hamper the business of the retailer. A tactful intercourse with your fellow employes is also most desirable. It helps to oil the machinery of the business all around. If you are a proprietor or one in authority, tact in dealing with those under you is of much importance. Persons in the service of others are apt to be sensitive and often imagine themselves to be victims of injustice when there is no cause for it. The result of such a feeling is apt to be discontent or even disloyalty. A tactful way of gaining orders or even of reproving the negligence or mistakes of your people will often do more to insure good service than if you spoke like an autocrat. Never forget, also, to give praise or encouragement where they are rightly due. Don t natter, but praise justly. There is a wide difference between flattery and just praise. Flattery is repugnant to sensible people. Just praise is welcome to all, no matter how much they claim to dislike it. Tact pays all around in a business establishment. How are you to cultivate tact? As you have seen, from the analysis I give, it is not so much a quality of character as a method of using its various powers. 22 All your forces of intelligence, judgment and persuasion are called into service at the bidding of tact. It is the...

-  [Read The Science of Successful Salesmanship; A Series of Lessons Correlating the Basic Laws Which Govern the Sale of Goods for Profit \(1-10\) Online](#)
-  [Download PDF The Science of Successful Salesmanship; A Series of Lessons Correlating the Basic Laws Which Govern the Sale of Goods for Profit \(1-10\)](#)

Relevant Books



13 Things Rich People Won't Tell You: 325+ Tried-And-True Secrets to Building Your Fortune No Matter What Your Salary (Hardback)

Reader's Digest Association, United States, 2013. Hardback. Book Condition: New. 231 x 160 mm. Language: English . Brand New Book. Did you read about the janitor who donated million dollars to his local...

[Save Document »](#)



No Friends?: How to Make Friends Fast and Keep Them

Createspace, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Do You Have NO Friends? Are you tired of not having any...

[Save Document »](#)



Bully, the Bullied, and the Not-So Innocent Bystander: From Preschool to High School and Beyond: Breaking the Cycle of Violence and Creating More Deeply Caring Communities

HarperCollins Publishers Inc, United States, 2016. Paperback. Book Condition: New. Reprint. 203 x 135 mm. Language: English . Brand New Book. An international bestseller, Barbara Coloroso's groundbreaking and trusted guide on bullying-including cyberbullying-arms parents...

[Save Document »](#)



TJ new concept of the Preschool Quality Education Engineering: new happy learning young children (3-5 years old) daily learning book Intermediate (2)(Chinese Edition)

paperback. Book Condition: New. Ship out in 2 business day, And Fast shipping, Free Tracking number will be provided after the shipment. Paperback. Pub Date :2005-09-01 Publisher: Chinese children before making Reading: All books are the...

[Save Document »](#)



Questioning the Author Comprehension Guide, Grade 4, Story Town

HARCOURT SCHOOL PUBLISHERS. PAPERBACK. Book Condition: New. 0153592419 Brand new soft cover book. Soft cover books may show light shelf wear. Item ships within 24 hours with Free Tracking.

[Save Document »](#)