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SALES TO UNDERSTAND THE MICRO-EXPRESSIONS(CHINESE EDITION)



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paperback. Condition: New. Ship out in 2 business day, And Fast shipping, Free Tracking number will be provided after the shipment.Paperback. Pub Date: 2013 Pages: 240 Language: Chinese in Publisher: China Textile Press as a sales person. if you can learn from micro-expressions customers micro-behavior determine the true idea of ??the customer. you can get rid of the confusion of a loss as to what to do. the ability to distinguish customers pry out the customer's emotional changes. find out the real reason for customers hesitated. so turnover breeze. Book to teach salespeople how micro-expressions. micro behavior of the observed customers to feel the client's thinking. feeling and wishes. and how to use their own subtle body language to convey information to customers. in order to achieve effective communication. facilitate transactions. Contents: Chapter I understand the customer's heart. first read the customer's eye. Eyes of customers naked heart. Judge from the eyes of the customer's purchase demand from the pupil spy real psychological Do not neglect customers that the point of view eyes 5. deep from the eyes to see through his lies. eyes free information showing how the straight line of sight is the implication of 8 sight Why always downward Chapter II of clear customer feedback. and then view the customer face . customers you laugh exactly what hidden from the eyebrows pry into the inner world of the customer. understand the hearts of customers from changes in the ear. one of a nose what 5. Discovery Customer mouth up or curl one's lip hidden secrets. Minzui action represents why he always bite lips 8. humble chin reflects of customer attitudes Yaotouhuangnao and scratching meaning a nodding and shaking his head implications Colour 2 bow shrug is for what. scratching ears have any special significance. revealing how 5...



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