

SELLING HAPPINESS

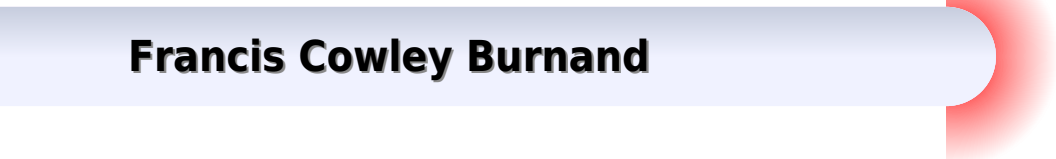
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Selling Happiness

Francis Cowley Burnand



Selling Happiness:

Selling Happiness Ellen Johnston Laing, 2004-01-01 As the first substantial investigation of commercial art in China *Selling Happiness* explains how the early twentieth century Chinese public came to accept Western style art as mainstream and the heretofore ignored process by which the Chinese art world became in some sectors at least thoroughly cosmopolitan A monumental study of the most important genre of modern Chinese commercial art this volume will appeal not only to historians of Chinese art but also to those interested in literary economic and social history It will be an essential resource for comparative studies of visual culture BOOK JACKET Title Summary field provided by Blackwell North America Inc All Rights Reserved

Happy Sales Sandra Schubert, 2020-04-02 Die vollständig aktualisierte und bearbeitete Neuauflage von *Happy Sales* vermittelt fundiert und kurzweilig strategische organisatorische und emotionale Selbstführung im Verkauf In ihrem Buch verbindet die erfahrene Verkaufsexpertin Sandra Schubert gekonnt die relevanten Erkenntnisse der Positiven Psychologie und des modernen Selbst und Zeitmanagements Verkäufer Vertriebsmitarbeiter und Selbstständige bekommen handfeste Tipps um die täglichen Herausforderungen im Verkauf besonders auch in Zeiten von Rezession und Digitalisierung gut meistern zu können Dabei schenkt die Autorin aus ihrer über 25-jährigen Erfahrung aus den eigenen Verkaufserlebnissen und aus Hunderten von Trainings und Coachingtagen auf Basis der aktuellen Glücksforschung der Positiven Psychologie entwickeln Verkäufer eine optimistische Grundhaltung und eine ebensolche Ausstrahlung Sie erfahren wie sie ihr Glück täglich bewusster erleben planen herbeiführen und so ihren Glücksspiegel dauerhaft anheben Weiterhin liefert Sandra Schubert wirksame organisatorische Werkzeuge um nicht nur glücklich im Verkauf zu sein sondern vor allem auch aktiv Sowohl hauptberufliche Verkäufer als auch Teilzeit Verkäufer wie Unternehmer und Selbstständige haben viele Rollen und viele Aufgaben In der Folge kommt der aktive Verkauf aufgrund der Dringlichkeit des operativen Geschäfts oft zu kurz Deshalb enthält das Buch wertvolle Impulse wie man sich bei seinen Hauptaufgaben und Prioritäten klar wird Die Leser lernen die Arbeits- und Verkaufswoche strategisch zu planen und sich möglichst viele Freiräume für die wirklich wichtigen Dinge zu schaffen Sie erfahren wie sie auch an Tagen mit wenig Zeit aktiv verkaufen können und werden Die Autorin zeigt auf wie die persönlichen Stärken die eigenen Werte und die individuelle Verkaufsphilosophie gerade auch im Zeitalter von Vertrieb 4.0 stärker zur Wirkung kommen und so trotz Informationsflut Angebot und Zeitnot ein motiviertes erfolgreiches Verkaufen im Flow erreicht wird So sorgt *Happy Sales* für ein langfristig hohes Energie- und Motivationslevel und mehr Erfolg durch Leichtigkeit im Verkauf

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SALES SALE SALES Stephen Harris,2014-03-27 e This book from Stephen Harris is a great source of real life practical advice on how to generate hot leads and then how to close them in a way that gets stunning results e Amanda P Holden Vice President Amanco Associate Holdings *Chinese Medicine Men* Sherman Cochran,2006-05-30 Cochran reconsiders the nature and role of consumer culture in the spread of globalization and illuminates enduring features of the Chinese experience of consumer culture The history of Chinese medicine men in pre socialist China he suggests has relevance for the 21st century because they achieved goals that resonate with their successors today **The Distorting Mirror** Laikwan Pang,2007-10-31 The Distorting Mirror analyzes the multiple and complex ways in which urban Chinese subjects saw themselves interacting with the new visual culture that emerged during the turbulent period between the 1880s and the 1930s The media and visual forms examined include lithography photography advertising film and theatrical performances Urbanites actively engaged with and enjoyed this visual culture which was largely driven by the subjective desire for the empty promises of modernity promises comprised of such abstract and fleeting concepts as new exciting and fashionable Detailing and analyzing the trajectories of development of various visual representations Laikwan Pang emphasizes their interactions In doing so she demonstrates that visual modernity was not only a combination of independent cultural phenomena but also a partially coherent sociocultural discourse whose influences were seen in different and collective parts of the culture The work begins with an overall historical account and theorization of a new lithographic pictorial culture developing at the end of the nineteenth century and an examination of modernity s obsession with the investigation of the

real Subsequent chapters treat the fascination with the image of the female body in the new visual culture entertainment venues in which this culture unfolded and was performed how urbanites came to terms with and interacted with the new reality and the production and reception of images the dynamics between these two being a theme explored throughout the book Modernity as the author shows can be seen as spectacle At the same time she demonstrates that although the excessiveness of this spectacle captivated the modern subject it did not completely overwhelm or immobilize those who engaged with it After all she argues they participated in and performed with this ephemeral visual culture in an attempt to come to terms with their own new modern self

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