

SELLING THE WHEEL



CHOOSING THE BEST WAY
TO SELL FOR YOU, YOUR
COMPANY, AND YOUR CUSTOMERS

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Selling The Wheel Choosing The Best Way To Sell For You And Your Company

JG Myers



Selling The Wheel Choosing The Best Way To Sell For You And Your Company:

Selling The Wheel Jeff Cox, Howard Stevens, 2001-01-03 Cox a bestselling author and a respected business expert presents a humorous insightful tale packed with practical tips for strengthening marketing and selling techniques in every industry Written in the style of an ancient parable the tale emphasizes the importance of matching one's personal strengths to the needs of the customers

Bell the CAT Tony Xavier, 2024-12-24 Every year lakhs of students take the Common Admission Test CAT arguably the third most challenging entrance examination in India after the JEE and the UPSC to secure a seat at one of the prestigious IIMs or other top tier management institutes But what are the odds of making it 1 in 100 It is because most aspirants do not possess one of two things the tools to develop the immense mental strength that is needed to crack such high stakes exams or precise strategies to tackle the different challenges the exam throws up If however they possess these two skills they might miss out on the third part information What makes this test different from the JEE or UPSC exams is that selection is not based on the test alone but on the academic and professional profile of the applicants as well Many aspirants lack this critical information Most CAT preparation books are focused on the specific sections of the exam and therefore fail to provide a holistic understanding of what the exam really is Bell the CAT is one of a kind since unlike all the other books in the Indian MBA test prep space it goes beyond focusing on specific subjects and delves deep into the things that prevent test takers from making it to an IIM The book intends to provide aspirants with all the skills beyond math logic and English mental conditioning test taking strategies profile building and interview prep that are necessary not just to crack CAT and make it to some of the most elite institutions in the country the IIMs but also to get recruited by elite employers in different domains

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