

# Personal Selling Techniques for Consultants and Professionals: The Perfect Sales Equation

Carlson, Richard K.

# Personal Selling Strategies For Consultants And Professionals The Perfect Sales Equation

**Rolph E. Anderson, Alan J. Dubinsky**



## **Personal Selling Strategies For Consultants And Professionals The Perfect Sales Equation:**

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*Subject Guide to Books in Print*, 1997

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*Business Intelligence, Computational Mathematics, and Data Analytics* V. B. Gupta,Shishir Kumar Shandilya,Fernando Ortiz-Rodríguez,Jose L. Martinez-Rodriguez,2025-05-02 This book constitutes the proceedings of the First International Conference on Business Intelligence Computational Mathematics and Data Analytics IBCD 2024 held in Indore India during August 18 19 2024 The conference focus on applied intelligence across data science mathematics healthcare cybersecurity and business analytics and will serve as a driving force for transforming theoretical breakthroughs into practical real world solutions with meaningful societal impact

**Subject Guide to Children's Books in Print 1997** Bowker Editorial Staff,R R Bowker Publishing,1996-09

*Forthcoming Books* Rose Army,1996

*Personal Selling* Frank Brennan,1983

*Selling Today* Gerald L. Manning,Barry L. Reece,2001 This text emphasizes a partnership approach to sales The new edition introduces the theme of selling to knowledge workers and features expanded coverage of consultations

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relief for besieged isolated and desperate communities

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