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Psychology is so critical when it comes to selling so I would recommend you to read this book if you want to increase your sale figures. flag 1 like - Like - see review Sep 13, 2017 Keshav Bhatt rated it really liked it

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The first 20% of the book seemed like a sales pitch to buy the book rather than how to sell, after that the tips and examples came through. It wasn't as focussed on the psychology as much as I expected but still a good read for people new to sales. Read more. 4 people found this helpful.

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Increase Your Sales Faster and Easier Than You Ever Thought Possible " The Psychology of Selling " is a guide, written to help beginners in sales to improve their communication and sales-skills for the purpose of influencing the potential customers. About Brian Tracy

The Psychology of Selling PDF Summary - Brian Tracy ...

The Psychology of Selling The Psychology of Selling is a well-regarded book by legendary sales professional Brian Tracy. It shares ideas, methods, strategies, and techniques for salespeople to sell faster and easier than ever before. It ' s a must-read for salespeople of all verticals, and we ' ve got a complete summary here.

A 10-Minute Summary of "The Psychology of Selling" by ...

The psychology of selling tells us that your prospects will 1) no longer feel the need to shop around since you ' re already giving them multiple choices, 2) see great value in the basic and middle options in the context of the three-option setup, and 3) potentially go with the high, premium option because they simply want the best, and your proposal has built up the value in a compelling way.

The Psychology of Selling: 13 Steps to Selling that ...

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If you don ' t understand the psychology of selling, then the words are going to fall flat if they ' re not used in the right context. If you put the components of a sales letter in the wrong order, sales will tank. If you ' re not pushing the right psychological triggers at precisely the right time, the conversion rate could be pretty low.

A Comprehensive Guide on the Psychology of ... - Richtopia

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