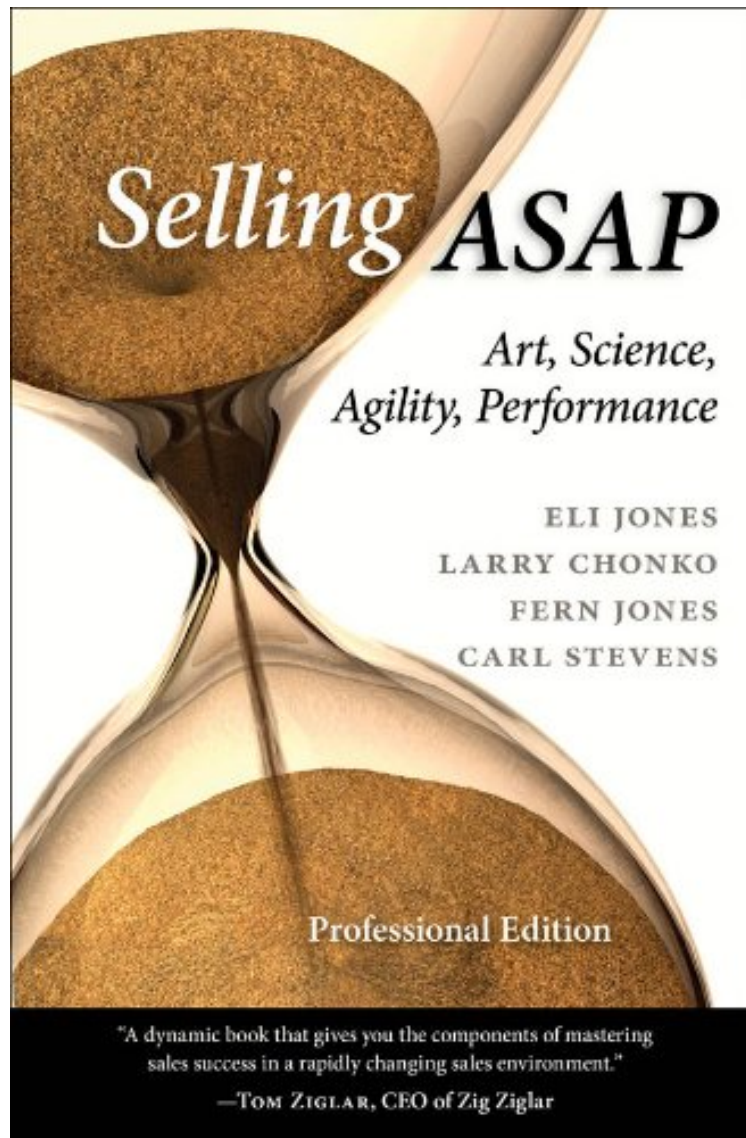


## Selling ASAP: Art, Science, Agility, Performance

*Eli Jones*

*ebooks | Download PDF | \*ePub | DOC | audiobook*



DOWNLOAD



READ ONLINE

#642561 in eBooks 2012-03-05 2012-03-05 File Name: B007FRAXXU | File size: 28.Mb

**Eli Jones : Selling ASAP: Art, Science, Agility, Performance** before purchasing it in order to gage whether or not it would be worth my time, and all praised Selling ASAP: Art, Science, Agility, Performance:

0 of 0 people found the following review helpful. A fantastic book for anyone looking to learn a little about ...By Logan DA fantastic book for anyone looking to learn a little about the concept of selling. This book was required by a class I was taking in college but it turned out to be very helpful in the real world. There are a ton of closing techniques used to help you seal the deal and much more. While I really thought this book would be like every other textbook, it was very light and an easy read. If you are unsure about this book then go ahead and make the purchase. The reason, is

it will change your outlook on many other things other than your personal selling. I can't go in the car dealership or shop for jewelry the same anymore because I know for sure what they are doing and I am critiquing them in my head and evaluating how they are doing. You won't ever fall for a smooth talking salesman again, unless of course you want the product. 0 of 0 people found the following review helpful. Five Stars By Adil Ali Muhammad Great price, great quality. Thank you. 0 of 0 people found the following review helpful. Five Stars By Customer Great read!

Selling ASAP combines both timely and timeless components of selling to help professionals achieve their sales objectives in today's fast-paced business world. As the authors demonstrate, rapidly changing customer expectations have led to a dramatic shift in the business of selling. Customers no longer want product experts; they want trusted advisors. This invaluable guide stresses the importance of viewing a sale not as a one-time encounter but as an opportunity to build a long-lasting, mutually beneficial relationship. Utilizing sound academic research and solid business practices, the authors provide strategies for better anticipating client needs and prescribing solutions that build value over time. The professional edition of Selling ASAP includes numerous practical tips, such as how to behave during a sales call, what language to use or avoid, and how to complete a transaction and begin a profitable business relationship. In addition to covering the fundamentals, Selling ASAP offers innovative sales techniques backed by extensive research for the modern salesperson.

"A dynamic book that gives you the components of mastering sales success in a rapidly changing sales environment." -- Tom Ziglar, CEO of Zig Ziglar "Selling ASAP clearly focuses on the most critical skills, strategies, and tactics salespeople need to win in today's tough business environment." -- Gerhard Gschwandtner, founder and publisher of Selling Power magazine "If you aspire to sales leadership, you should aspire to ASAP." -- Howard P. Stevens, CEO and chairman of Chally Group Worldwide About the Author Larry Chonko is the Thomas McMahon Professor of Business Ethics at the University of Texas at Arlington. Dr. Chonko is the author or coauthor of fifteen books. Eli Jones is dean of Louisiana State University's E. J. Ourso College of Business and the E. J. Ourso Distinguished Professor of Business. Before becoming a professor, he worked in sales and sales management for three Fortune 100 companies. Dr. Jones has designed and taught corporate sales and sales management training courses around the world. Fern Jones manages Eli Jones Associates, Inc., a sales and marketing, executive education, and research firm; and Novewave, LLC, an innovative multimedia business solutions provider. Carl Stevens has managed sales education and consulting projects across six continents and fifty-one countries for companies including Caterpillar, Dresser, DuPont, Ford Motors, IBM, Xerox, and many more.