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"The science of selling" by David Hoffeld book review. 5 Killer Sales Techniques Backed By Science

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Client says, "Let Me Think About it." and You say, "..."*The psychological trick behind getting people to say yes* *How To Sell A Product - 5 Practical Strategies To Sell Anything* *Social Media Won't Sell Your Books - 5 Things that Will* *The Mindset of Top Sales People*

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I talked with David Hoffeld, author of The Science of Selling, Proven Strategies to Make Your Pitch, Influence Decisions, and Close the Deal, about what he learned from nearly a decade of research...

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Selling Becomes a Proven Science The reason that modern sales training is so inept is because it blatantly ignores and often conflicts with proven science. Most sales people are surprised to learn that within the last few decades there have been thousands of scientific studies focused on obtaining an exact understanding of the causal factors

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## 21 Powerful Sales Techniques (Backed by Scientific Research)

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