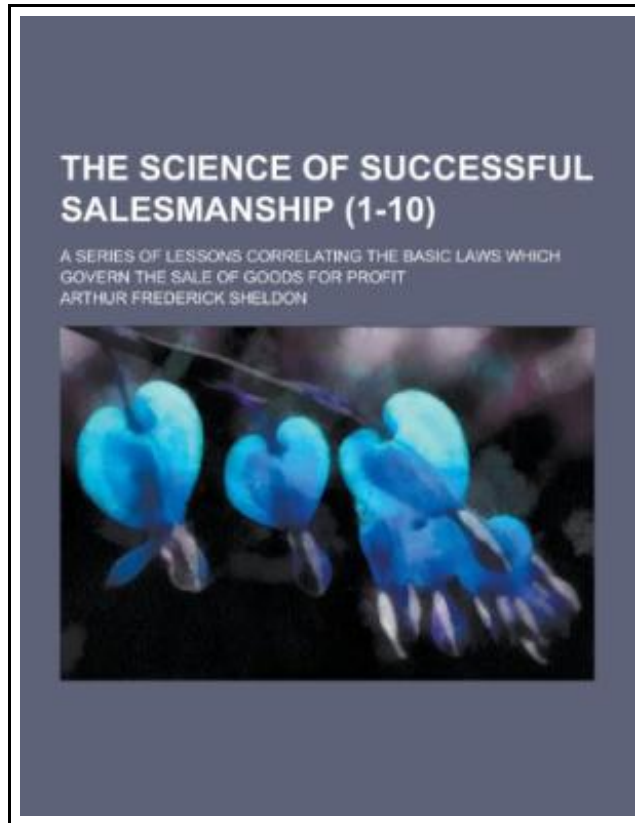


The Science of Successful Salesmanship; A Series of Lessons Correlating the Basic Laws Which Govern the Sale of Goods for Profit (1-10) (Paperback)



Filesize: 2.9 MB

Reviews

The ebook is fantastic and great. I am quite late in start reading this one, but better then never. Your life period will probably be convert as soon as you comprehensive reading this ebook.
(Dr. Albertha Hoppe)

THE SCIENCE OF SUCCESSFUL SALESMANSHIP; A SERIES OF LESSONS CORRELATING THE BASIC LAWS WHICH GOVERN THE SALE OF GOODS FOR PROFIT (1-10) (PAPERBACK)

DOWNLOAD



Theclassics.us, United States, 2013. Paperback. Book Condition: New. 246 x 189 mm. Language: Latvian, English. Brand New Book ***** Print on Demand *****. 1903 edition.: .has gone far enough, when points have been pressed hard enough, and even when enough goods have been sold. No salesman of tact will force sales that he knows the customer will regret, or, in the case of wholesaling, that will overstock and hamper the business of the retailer. A tactful intercourse with your fellow employes is also most desirable. It helps to oil the machinery of the business all around. If you are a proprietor or one in authority, tact in dealing with those under you is of much importance. Persons in the service of others are apt to be sensitive and often imagine themselves to be victims of injustice when there is no cause for it. The result of such a feeling is apt to be discontent or even disloyalty. A tactful way of gaining orders or even of reproving the negligence or mistakes of your people will often do more to insure good service than if you spoke like an autocrat. Never forget, also, to give praise or encouragement where they are rightly due. Don't natter, but praise justly. There is a wide difference between flattery and just praise. Flattery is repugnant to sensible people. Just praise is welcome to all, no matter how much they claim to dislike it. Tact pays all around in a business establishment. How are you to cultivate tact? As you have seen, from the analysis I give, it is not so much a quality of character as a method of using its various powers. 22 All your forces of intelligence, judgment and persuasion are called into service at the bidding of tact. It is the...



[Read The Science of Successful Salesmanship; A Series of Lessons Correlating the Basic Laws Which Govern the Sale of Goods for Profit \(1-10\) \(Paperback\) Online](#)



[Download PDF The Science of Successful Salesmanship; A Series of Lessons Correlating the Basic Laws Which Govern the Sale of Goods for Profit \(1-10\) \(Paperback\)](#)

Other Books



The First Epistle of H. N. a Crying-Voyce of the Holye Spirit of Loue. Translated Out of Base-Almayne Into English. (1574) (Paperback)

Eebo Editions, Proquest, United States, 2010. Paperback. Book Condition: New. 246 x 189 mm. Language: English . Brand New Book ***** Print on Demand *****.EARLY HISTORY OF RELIGION. Imagine holding history in your hands. Now...

[Save eBook »](#)



Index to the Classified Subject Catalogue of the Buffalo Library; The Whole System Being Adopted from the Classification and Subject Index of Mr. Melvil Dewey, with Some Modifications . (Paperback)

Rarebooksclub.com, United States, 2013. Paperback. Book Condition: New. 246 x 189 mm. Language: English . Brand New Book ***** Print on Demand *****.This historic book may have numerous typos and missing text. Purchasers can usually...

[Save eBook »](#)



Two Treatises: The Pearle of the Gospell, and the Pilgrims Profession to Which Is Added a Glasse for Gentlewomen to Dresse Themselves By. by Thomas Taylor Preacher of Gods Word to the Towne of Reding. (1624-1625) (Paperback)

Proquest, Eebo Editions, United States, 2010. Paperback. Book Condition: New. 246 x 189 mm. Language: English . Brand New Book ***** Print on Demand *****.EARLY HISTORY OF RELIGION. Imagine holding history in your hands. Now...

[Save eBook »](#)



Two Treatises: The Pearle of the Gospell, and the Pilgrims Profession to Which Is Added a Glasse for Gentlewomen to Dresse Themselves By. by Thomas Taylor Preacher of Gods Word to the Towne of Reding. (1625) (Paperback)

Proquest, Eebo Editions, United States, 2010. Paperback. Book Condition: New. 246 x 189 mm. Language: English Brand New Book ***** Print on Demand *****.EARLY HISTORY OF RELIGION. Imagine holding history in your hands. Now you...

[Save eBook »](#)



Symphony No.2 Little Russian (1880 Version), Op.17: Study Score (Paperback)

Petrucci Library Press, United States, 2015. Paperback. Book Condition: New. 246 x 189 mm. Language: English . Brand New Book ***** Print on Demand *****.Composed in 1872 and first performed in Moscow at the Russian...

[Save eBook »](#)



History of the Town of Sutton Massachusetts from 1704 to 1876 (Paperback)

Createspace, United States, 2015. Paperback. Book Condition: New. annotated edition. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.This version of the History of the Town of Sutton Massachusetts

[Read PDF »](#)



Children s Educational Book: Junior Leonardo Da Vinci: An Introduction to the Art, Science and Inventions of This Great Genius. Age 7 8 9 10 Year-Olds. [Us English] (Paperback)

Createspace, United States, 2013. Paperback. Book Condition: New. 254 x 178 mm. Language: English . Brand New Book ***** Print on Demand *****.ABOUT SMART READS for Kids . Love Art, Love Learning Welcome. Designed to

[Read PDF »](#)



Children s Educational Book Junior Leonardo Da Vinci : An Introduction to the Art, Science and Inventions of This Great Genius Age 7 8 9 10 Year-Olds. [British English] (Paperback)

Createspace, United States, 2013. Paperback. Book Condition: New. 248 x 170 mm. Language: English . Brand New Book ***** Print on Demand *****.ABOUT SMART READS for Kids . Love Art, Love Learning Welcome. Designed to

[Read PDF »](#)



The Well-Trained Mind: A Guide to Classical Education at Home (Hardback)

WW Norton Co, United States, 2016. Hardback. Book Condition: New. 4th Revised edition. 244 x 165 mm. Language: English . Brand New Book. The Well-Trained Mind will instruct you, step by step, on how to

[Read PDF »](#)



Bully, the Bullied, and the Not-So Innocent Bystander: From Preschool to High School and Beyond: Breaking the Cycle of Violence and Creating More Deeply Caring Communities (Paperback)

HarperCollins Publishers Inc, United States, 2016. Paperback. Book Condition: New. Reprint. 203 x 135 mm. Language: English . Brand New Book. An international bestseller, Barbara Coloroso s groundbreaking and trusted guide on bullying-including cyberbullying-arms parents

[Read PDF »](#)