The Little Red Book Of Selling 12 5 Principles Of Sales Greatness

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In the Little Red Book of Selling, Jeffery Gitomer proposes his 12.5 principles on how sales work as they do. Throughout the novel, each principle collectively targets an audience of salespeople and presents them with the overarching question of what drives people to buy certain products over others.

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Who, What, Why: What is the Little Red Book? - BBC News

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Quotations from Chairman Mao Tse-tung - Wikipedia

The Little Red Book The Little Red and Stools and Bottles were written by Ed Webster. The Little Red Book is an Accompaniment to the Big Book. In 1946, after a strong experience with beginners meetings and The Tablemate, The Little Red Book was published by Ed Webster and Barry Collins.

The Little Red Book - AA The Original Way Group

The Little red book, by. Hazelden Foundation, Publication date, 1986. Topics, Alcoholics Anonymous, Alcoholics, Alcoholism, Publisher, Center City, MN: Hazelden,

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Winner of the 2009 Audie Award for Business/Educational Audiobook Sharing strategies and answers from a lifetime of selling, Jeffrey has packed The Little Red Book of Selling with the information you've been searching for.

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