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Ivan Misner

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How to Sell Without Being a JERK! John Klymshyn, 2008-05-23 In this practical enlightening guide master salesman John Klymshyn reveals how you can be assertive and effective without rubbing people the wrong way or fulfilling the stereotype of the jerk salesperson He detonates traditional sales methods and replaces them with modern techniques for reading customer behavior and regulating your own behavior to make more sales without having to get pushy If you want to sell more and be a nicer person this is an ideal sales

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who just won t give in How can we defend ourselves against manipulation And how do we say no without compromising a deal Legend has it that the Kremlin school of negotiation was born in Russia in the 1920s under the rule of Joseph Stalin and it still has its followers and advocates to this day Using the official Kremlin method and years of business experience Igor Ryzov guides us through the most effective techniques in negotiating terms that satisfy both parties From knowing how to get the most information about a potential deal to how to read your counterpart and advice on defusing tension this comprehensive handbook ensures a mutually acceptable resolution that leaves you walking away successful With practical examples and exercises to hone your negotiating skills The Kremlin School of Negotiation will offer the tools you need to master any deal

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