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As the title would suggest this is a book about Selling. The learningâ€™s in the book are presented in a parable. The main character is an inexperienced sales person who approaches a successful older character (The One Minute Salesman) to learn how to be a better sales person.

The One Minute Sales Person: The Quickest Way to Sell

From the bestselling co-author of "Who Moved My Cheese? . . ." Spencer Johnson presents us with hints and tips for becoming more effective and confident in sales. With concise, practical advice in a dynamic presentation, the lessons learned from The One Minute Salesperson are invaluable.

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Spencer Johnson - author of Number one bestselling business book Who Moved My Cheese? and business guru Larry Wilson teach the principles of the One Minute Manager to the sales-person in this motivational business book.

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The One Minute Rehearsal Step 1 WALK IN THE OTHER PERSONâ€™S SHOES Before I can walk in another personâ€™s shoes, I must first take off my own. Customer orientation Step 2 Study features & advantages of what you sell to solve problems.

One Minutes Salesperson - SlideShare

My One-Minute Sales Goals ** â€œabout twenty percent of what I do during the day gives me about

eighty percent of my payoff. // So, the first thing I do is sort out what that important twenty percent is , and then I concentrate only on that.

“The One Minute Sales Person” by Spencer Johnson, M.D

The One Minute Sales Person comes in hardcover format and has 110 pages. It was published by William Morrow Publishing on October 1, 2002. It was published by William Morrow Publishing on October 1, 2002.

The One Minute Sales Person by Spencer Johnson: Book Review

Everyone is a salesperson! Over four million people have reaped the lifetime benefits of The One Minute Manager, Spencer Johnson's phenomenal bestseller. Now Dr. Johnson reveals the unique secrets of salesmanship that can make you a success in all aspects of your life and work.

The One Minute Sales Person - HarperCollins US

4. Read and re-read each goal, which requires only a minute or so each time you do it. 5. Take a minute every once in a while out of your day to look at your performance, and 6. See whether or not your behavior matches your goal. One Minute Praisings is the second secret. The authors suggest that effective managers help people reach their full potential by catching them doing something right.

Book Summary: "The One Minute Manager" by Kenneth

The Symbol The New One Minute Manager™s symbol is intended to remind each of us to take a minute out of our day to look into the faces of the people we lead and manage.

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