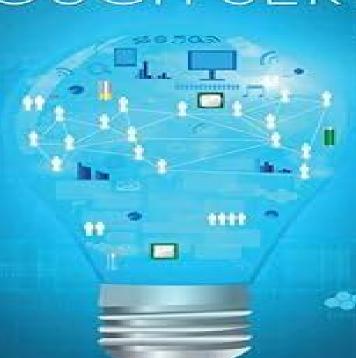
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COMMUNICATION
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SELLING:
How to Build
Relationships

TIME,
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SIXTH CANADIAN EDITION

THE
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CHARLES M. FUTRELL | MARK VALVASORI

Abcs Of Relationship Selling

Charles Futrell, Mark Valvasori

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ABC's of Relationship Selling Through Service Charles M. Futrell, Raj S. Agnihotri, Michael T. Krush, 2018 ABC's of Relationship Selling Through Service Charles Futrell, Mark Valvasori, 2006 The Third Canadian Edition of ABC s of Relationship Selling explores professional selling from a Canadian perspective As the title of the book suggests the text is centred around a philosophy about selling that success requires mastery of selling basics including selecting presentation styles and effective closing techniques In addition other key topics such as ethics and territory management are explored Although Futrell has traditionally been seen as the relationship book and Manning has been called the strategy book this division is no longer as cut and dry In the current edition Manning has moved more toward a relationship based approach moving to include a sales management chapter at the end of their text including Intro Selling Professional Selling and Negotiations Manning users cite the consultative model process used throughout as one of its key strengths on the strategy side Through extensive reviewing four key elements have been identified as the most difficult for students to learn and instructors to teach It is these four key elements which directed the revision of this edition Beginning the Sale Closing the Sale Handling Objections and Ethics Integrity based selling

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