



MASTERING MAJOR ACCOUNT NEGOTIATING

Richard Ruff, Ph.D. and Janet Spiner, Ph.D.

Mastering Major Account Negotiating Sales Mastery Series Book 2

Roger Dawson



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- 2 **Sales Strategies and Techniques** Dive deep into proven techniques for prospecting handling objections and closing deals Discover how to craft the perfect pitch leverage persuasion psychology and turn objections into opportunities
- 3 **Advanced Sales Concepts** Master sophisticated strategies like negotiation sales funnel optimization and leveraging cutting edge technology such as CRM tools and social media platforms to enhance your effectiveness
- 4 **Sales in the Modern World** Adapt to the ever changing sales landscape From social selling to international markets this section prepares you to navigate competitive environments and meet the demands of today's empowered consumers
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