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Solving



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Acumen



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Demoing



Negotiating



Prospecting



Collaborating



Social
Selling



Relationship
Building



Following
Up



Closing



Adaptability



Active
Listening

Successful Selling Skills For Small Business

**Bert Doerhoff, Lowell Lillge, David
Lucier, R. Sean Manning, C. Gregory
Orcutt**



Successful Selling Skills For Small Business:

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their leaders and business enterprises are no exception Managers who lead by example are the most effective leaders it is character through which leadership is exercised and it is character that sets the example and is imitated in turn It is the character of management that projects the corporate image and personifies the philosophy of the business

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