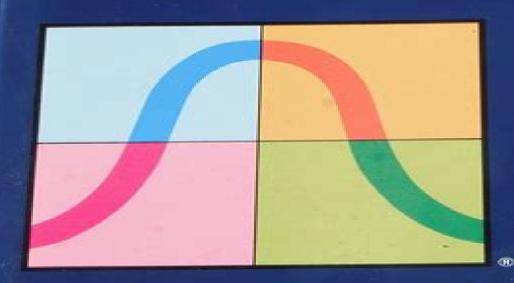
# SITUATIONAL SELLING

An approach for increasing sales effectiveness



- Strategies
- Tactics
- Applications

DR. PAUL HERSEY

# Situational Selling An Approach For Increasing Sales Effectiveness

William D. Bygrave, Andrew Zacharakis, Sean Wise, Andrew C. Corbett

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