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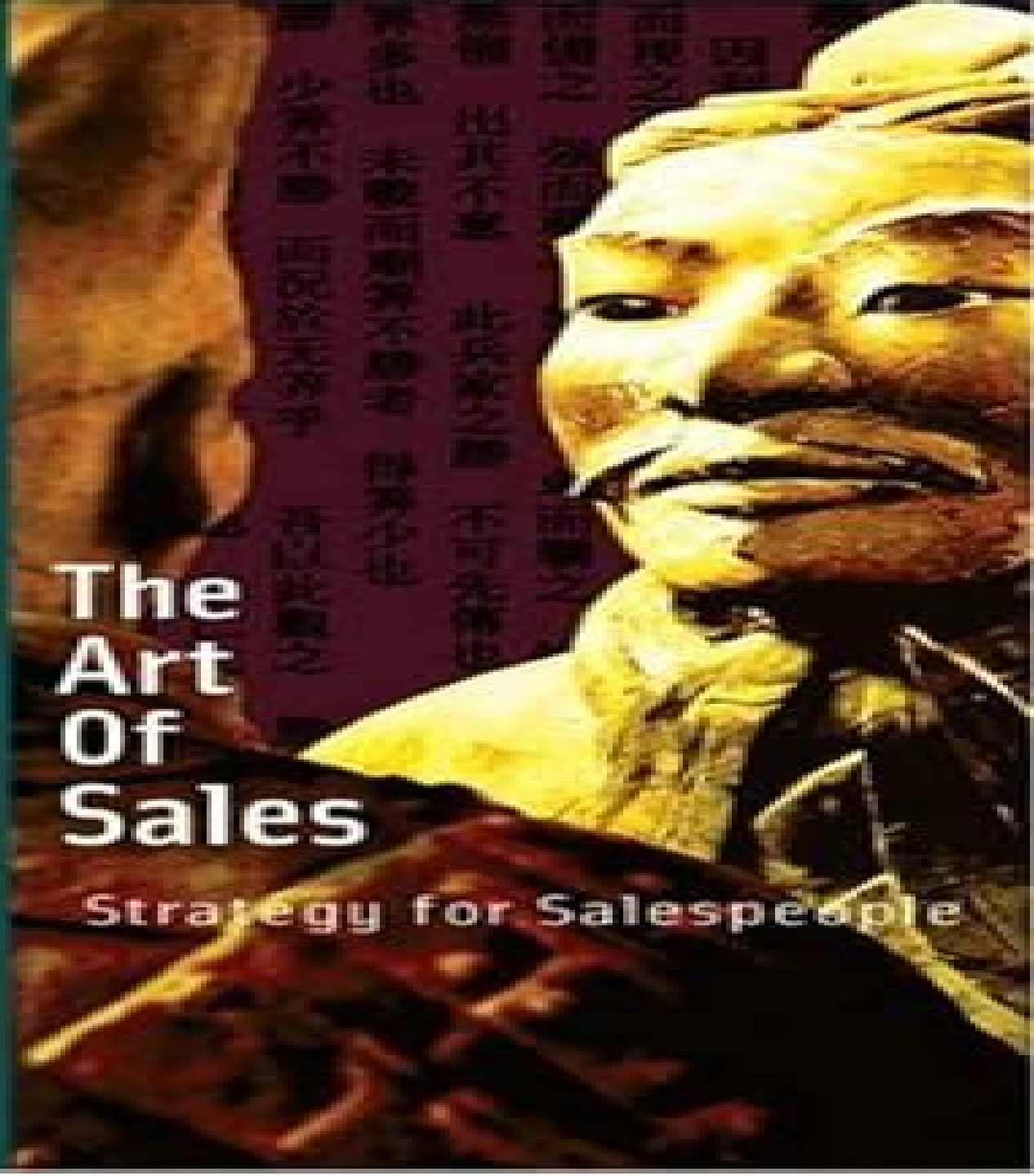
Sun Tzu's
**THE
ART
OF
WAR**

Plus

**The
Art
Of
Sales**

Strategy for Salespeople

by
Gang Gagliardi



Sun Tzus The Art Of War Plus The Art Of Sales Strategy For Salespeople

Gary Gagliardi



Sun Tzus The Art Of War Plus The Art Of Sales Strategy For Salespeople:

Strategy for Sales Managers Gary Gagliardi, Sun-Tzu, 2005 A book in which America's leading authority on Sun Tzu applies his strategic principles directly to the challenges of managing a sales team *The Art of War Plus the Art of Sales* MR Gary J. Gagliardi, MR Sun Tzu, 2014-03-07 Two books in one The complete text of the only award winning English translation of Sun Tzu's The Art of War PLUS a special adaptation for competitive sales success This was Gary Gagliardi's one of America's most award winning authors on strategy first adaptation of Sun Tzu written for the salespeople of his own software company that became one of the Inc 500 fastest growing companies in America The sales methods presented in this book follow Sun Tzu's principles line by line with the complete text of The Art of War The Art of War is on the left hand pages and the sales adaptation Sales Warrior on the facing right hand pages Readers get both the proven philosophy that has survived 2 500 years and a practical sales adaptation of those ideas Below we offer a brief description of each of the sales chapters 1 Sales Analysis covers Sun Tzu's basic sales concepts and the five factors that determine success in sales 2 Choosing to Sell analyzes the investment you must make selling and the way you generate income quickly and easily 3 Planning Your Territory discusses the importance of focus using your time well and the five ingredients you need to win customers 4 Sales Position talks about how to use the six steps in the sales process to avoid losing customers while you patiently discover how to win them 5 Persuasion explores the way you combine standard and creative techniques to sway customers and the timing necessary to close them 6 Disadvantages and Advantages shows you how to build a dominant position with the customer and how you manage different types of customers 7 Sales Contact explains how to control the sales situation and how your efforts alone determine its outcome 8 Adjusting to the Sales Situation emphasizes flexibility It explains how to respond to the circumstances in which you find yourself 9 Moving Sales Forward concentrates on sales to businesses It covers the different types of organizations you have to sell to and how to deal with them 10 Customer Relationships discusses the different types of customers It reveals how customer nature determines your relationship with both them and the competition 11 Sales Situations is the longest and most detailed chapter It analyzes the nine common sales situations and shows you how to respond to them 12 Using Customer Desire concentrates solely on getting you to think about what the customer wants and how to address those desires 13 Using Questions focuses on mastering the five types of sales questions In Sun Tzu's view your success comes from knowledge and knowledge only comes from asking the right questions Sample Text Sun Tzu said This is war It is the most important skill in the nation It is the basis of life and death It is the philosophy of survival or destruction You must know it well The sales warrior hears 1 This is selling It is the most valuable skill in any business It can bring you fortune or poverty It is your path to success or failure You must study sales seriously Your skill comes from five factors Study these factors when you plan war You must insist on knowing your situation 1 Discuss philosophy 2 Discuss the climate 3 Discuss the ground 4 Discuss leadership 5 Discuss military methods Five factors

determine your skill Consider these factors when you analyze a sale You must know your strategic sales position 1 Talk about your sales philosophy 2 Talk about the changing trends 3 Talk about your customers and prospects 4 Talk about your sales talents 5 And talk about your sales process

Sun Tzu Strategies for Selling Gerald A. Michaelson, 2003-11-10 Packed with brilliant insights that will help anyone who sells prevail over any competitor this new translation of The Art of War includes special notations underscoring the relevance of Sun Tzu s writings to sales strategy

The Art of War for the Sales Warrior Gary Gagliardi, 2007 The new paperback version of the world s most popular book on strategy adapted for salespeople The book contains the complete text of Sun Tzu s Art of War on left hand pages and a line by line adaptation for sales on the facing right hand pages This new paperback includes the keys for a FREE download of the complete audio version of book as an MP3

The Art of Sales Gary Gagliardi, 2005-09 Over ten million salespeople work in America s most competitive and confrontational profession This is a new improved edition of Gagliardi s line by line adaptation of Sun Tzu s strategic lessons for salespeople

The Art of War Plus the Art of Sales Sun-Tzu, Gary Gagliardi, 2003 Used by IBM 3M and hundreds of other corporations the sales methods presented in this book follow Sun Tzu s principles line by line with the complete text of The Art of War on the left hand pages and the sales adaptation The Art of Sales on the facing right hand pages

Sun Tzu Strategies For Selling Michaelson, 2004-02 Through his bestselling books and popular seminars Gerald Michaelson has established himself as the world s leading interpreter of Sun Tzu s timeless strategies for the modern business audience In *Sun Tzu Strategies for Selling* the author of the bestselling *Sun Tzu The Art of War for Managers* interprets the theorist s classic battle strategies specifically to help salespeople win on the increasingly competitive sales battlefield Packed with brilliant insights that will help anyone who sells prevail over any competitor this new translation of The Art of War includes special notations underscoring the relevance of Sun Tzu s writings to sales strategy

The Art of War Sunzi, Gary Gagliardi, 1999 The sales methods presented in this book follow Sun Tzu s principles line by line with the complete text of The Art of War on the left hand pages and the sales adaptation The Art of Sales on the facing right hand pages Readers can see that they are getting the proven philosophy that has survived 2 500 years not just another sales theory from the expert of the month

The Art of War for Salespeople Edward Craft, 2007-03 Twenty five hundred years ago a general named Sun Tzu became legendary in China s warring kingdoms for a treatise titled The Art of War Now for the first time Edward Craft provides an interpretation of this ancient classic for salespeople who wage battle in complex business to business sales campaigns Applying his vast experience in helping salespeople compete and prevail in challenging business environments Craft provides the first direct link from the world of Sun Tzu to the world of business Corporate executives who want to get the most out of their sales organizations will want to study this book Sales managers who are willing to lead from the front and infuse their teams with a powerful fighting spirit will find valuable guidance in these pages Salespeople who are willing to take personal responsibility for gaining competitive advantage will want to always have this amazing book close at

hand *Sun Tzu's The Art of War for Sales Force Success* Sun Tzu, Gary Gagliardi, 2020-06-23 Two books in one this book was written specifically for sales managers as a companion for our most popular book *The Art of War for the Sales Warrior*. The management methods presented in this book follow Sun Tzu's principles line by line with the complete text of *The Art of War* on the left hand pages and the sales management adaptation *Strategy for Sales Managers* on the facing right hand pages. Readers can see that they are getting a proven philosophy that has survived 2 500 years not just another sales theory from the expert of the month. Recognized by the Independent Publishers Book Award as one of the best Business books of the year.

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