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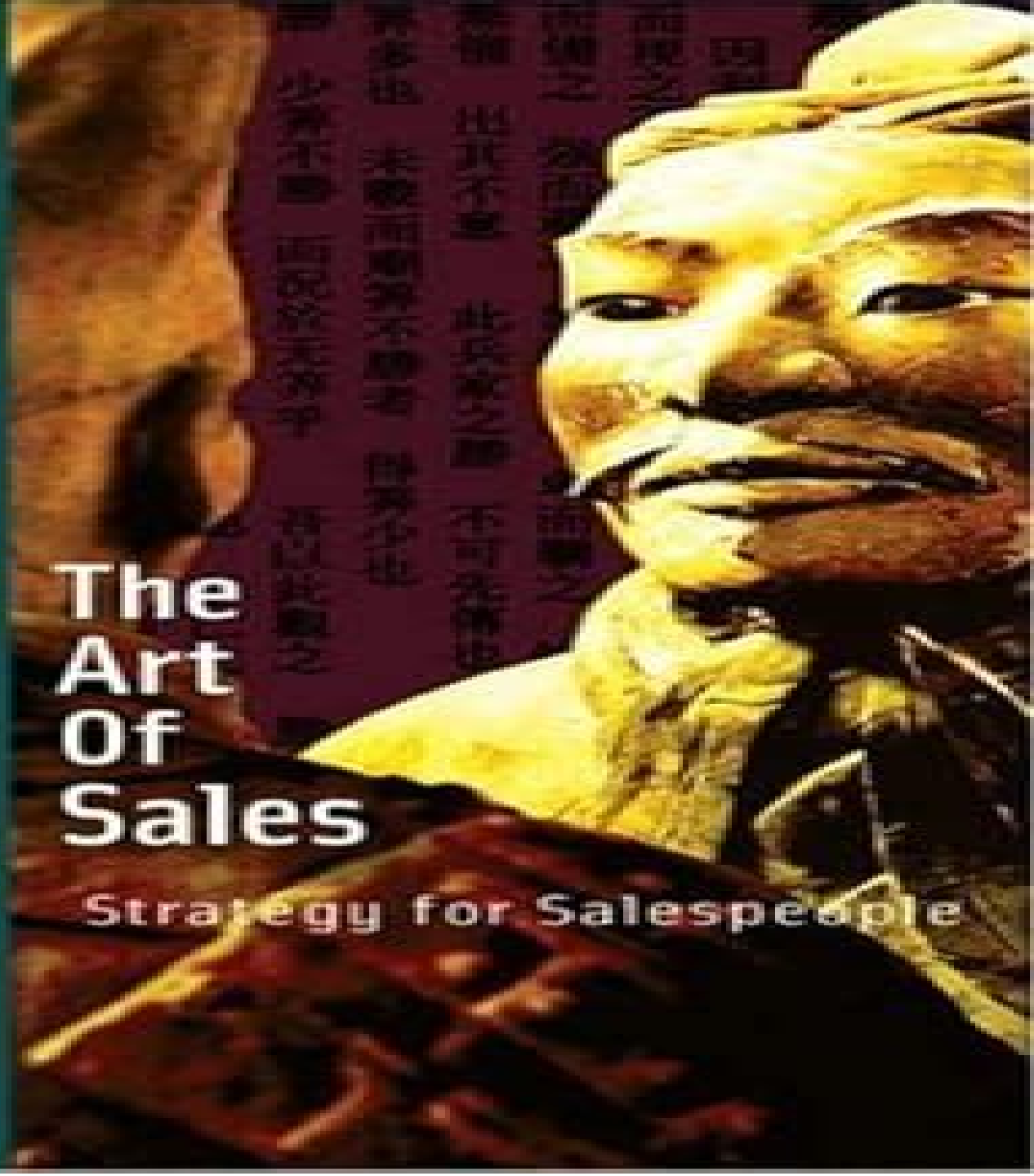
Sun Tzu's
**THE
ART
OF
WAR**

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

James Sonhill DBA,Sun Tzu



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

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Sun Tzu's

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discovery of the secret diagrams that simplify the complex ideas in Sun Tzu's competitive system. After this introduction the left hand pages show the complete text of The Art of War while the facing right hand pages explain that text in terms of Sun Tzu's original Chinese concepts, symbols, metaphors, and diagrams. The ancient science of *bing fa* is based on a unique concept of how competition works. This is the first book that explains that system in detail.

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The Enigmatic Realm of **Sun Tzus The Art Of War Plus The Art Of Sales Strategy For Salespeople**: Unleashing the Language is Inner Magic

In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing in short supply of extraordinary. Within the captivating pages of **Sun Tzus The Art Of War Plus The Art Of Sales Strategy For Salespeople** a literary masterpiece penned by way of a renowned author, readers attempt a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall explore the book is core themes, assess its distinct writing style, and delve into its lasting affect the hearts and minds of those who partake in its reading experience.

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