

The Magic Power of Command Selling: How to Take Charge of the Sale

N. C. Christensen

Note: This is not the actual book cover

The Magic Power Of Command Selling

Thomas Montalbo



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Indian Books ,1978 Selling's Magic Words Neal Proud Deer,Lester N. Pope,1986 **Weekly World News** ,1993-05-04 Rooted in the creative success of over 30 years of supermarket tabloid publishing the Weekly World News has been the world s only reliable news source since 1979 The online hub www.weeklyworldnews.com is a leading entertainment news site *Books Out-of-print* ,1981 *International Books in Print* ,1991 **The Literature of Connection** David Trotter,2020-06-10 This book is about some of the ways in which the world got ready to be connected long before the advent of the technologies and the concentrations of capital necessary to implement a global network society It investigates the prehistory not of the communications revolution brought about by advances in electronic digital computing from 1950 onwards but of the principle of connectivity which was to provide that revolution with its justification and rallying cry Connectivity s core principle is that what matters most in any act of telecommunication and sometimes all that matters is the fact of its having happened During the nineteenth century the principle gained steadily increasing traction by means not only

of formal systems such as the telegraph but of an array of improvised methods and signalling devices These methods and devices fulfilled not just an ever more urgent need but a fundamental recurring desire for near instantaneous real time communication at a distance Connectivity became an end in itself a complex vivid unpredictable romance woven through the enduring human desire and need for remote intimacy Its magical enhancements are the stuff of tragedy comedy satire elegy lyric melodrama and plain description of literature in short The book develops the concepts of signal medium and interface to offer in its first part an alternative view of writing in Britain from George Eliot and Thomas Hardy to D H Lawrence Hope Mirrlees and Katherine Mansfield and in its second case studies of European and African American fiction and of interwar British cinema designed to open the topic up for further enquiry **Subject Guide to Books in Print** ,1971

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