

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

N. C. Christensen

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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

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