

## Jeffrey Gitomer Little Red Sales Answers

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the second canadian edition of *abc's of relationship selling* explores professional selling from a canadian perspective as the title of the book suggests the text is centered around a philosophy about selling that success requires mastery of selling basics including selecting presentation styles and effective closing techniques in addition other key topics such as ethics and territory management are explored using a logical step by step approach *abc's of relationship selling* takes students through the selling process and gives them the tools they need to build effective customer relationships regardless of the career path students pursue knowledge of selling skills such as effective communication and

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