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The Science Of Selling Proven

"Many believe that sales is just a numbers game, but David Hoffeld has proven that there is actually a science to it [and] that selling is a skill that can be developed and perfected. A fascinating book." —Donna Serdula, Founder & President, Vision Board Media & LinkedIn-Makeover.com

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The Revolutionary Sales Approach Scientifically Proven to Dramatically Improve Your Sales and Business Success. Blending cutting-edge research in social psychology, neuroscience, and behavioral economics, The Science of Selling shows you how to align the way you sell with how our brains naturally form buying decisions, dramatically increasing your ability to earn more sales.

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David Hoffeld proves conclusively it is a science rooted in universal buyer behaviors that yield predictable, repeatable results—and in The Science of Selling, he explains precisely how you can apply that science to produce far greater sales results. Grab your yellow highlighter and be prepared to use it on every page."

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I talked with David Hoffeld, author of The Science of Selling, Proven Strategies to Make Your Pitch, Influence Decisions, and Close the Deal, about what he learned from nearly a decade of research...

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21 Powerful Sales Techniques (Backed by Scientific Research)

Selling Becomes a Proven Science The reason that modern sales training is so inept is because it blatantly ignores and often conflicts with proven science.

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About The Science of Selling. The Revolutionary Sales Approach Scientifically Proven to Dramatically Improve Your Sales and Business Success. Blending cutting-edge research in social psychology, neuroscience, and behavioral economics, The Science of Selling shows you how to align the way you sell with how our brains naturally form buying decisions, dramatically increasing your ability to earn more sales.

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