



Selling Skills - Student Workbook

Jr. Russ Peterson, Kevin Karschnik

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Professional selling is more than having a good sales pitch. Professional selling is a career and not just a job. To be successful, today's sales professionals must be skilled at questioning, listening and uncovering more opportunities. Selling is the cornerstone of capitalism and the free market system. Selling Skills is the iSpeak course that introduces you to the process of selling. This 1-day workshop delivers techniques for uncovering additional opportunities, navigating past objections and presenting an aligned solution. Target Audience: Sales professionals and Sales managers.

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