

TEXTBOOK OF SALESMANSHIP

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Textbook Of Salesmanship

Frederic Arthur Russell



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This historic book may have numerous typos and missing text Purchasers can usually download a free scanned copy of the original book without typos from the publisher Not indexed Not illustrated 1918 edition Excerpt CHAPTER XXXIV A SALE BEHIND THE COUNTER 33a Introduction Retail salespeople can be broadly divided into two types salesmen and order takers The order taker merely supplies that for which the customer asks The salesman adds to the value of the sale the customer intended to make in several ways by selling something better suited to the shopper s needs by selling larger quantities or a better quality than was originally asked for or by offering additional merchandise which one naturally associates with the article originally bought The following sale is presented as an illustration of the more enterprising method of retail salesmanship 333 Characters and Setting The scene is a modern drug store On the left stands the soda fountain beyond which is the candy counter On the right hand are first the cigar counter and then the toilet goods section At the toilet goods counter two salespeople are in attendance a young man and a girl Where possible the young man serves men and the girl supplies the wants of women Both are busy showing goods when a prosperous looking middle aged man enters He has a short clipped mustache and a clean shaven jaw He walks toward the toilet goods counter and seeing both salespeople busy hesitates as if undecided whether to wait or to leave the store Salesman Good morning sir I shall be at liberty in a few moments Customer Nods his head abruptly All right While waiting he looks through the glass case on the counter at a display of shaving cream in collapsible tubes Then he picks up a can of talcum powder standing on the top of the case smells it and puts it down By this time the salesgirl has finished with her customer but as the salesman is only waiting for some **Fundamentals of**

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