

Fundamentals of World Class Selling

HAVE A PLAN	GET UNCOMFORTABLE	THOROUGHLY QUALIFY	PLAN NEGOTIATIONS	FOCUS SALES RESOURCES
<ul style="list-style-type: none"> Focus not activity Develops discipline Guides behavior Helps prioritise Avoids irritation 	<ul style="list-style-type: none"> Increase participation rate New opportunities Existing customers Up-sell and cross-sell Strengthen relationships 	<ul style="list-style-type: none"> Understand business needs Recognise genuine opportunities It's okay to qualify out 	<ul style="list-style-type: none"> Maximise every opportunity Summarise objectives BATNA Identify tactics List concessions 	<ul style="list-style-type: none"> Task specialisation Create efficiencies Aligned to opportunity size Create more customer-facing time

World Class Selling

Yi-Tong Ma



World Class Selling:

Decoding **World Class Selling**: Revealing the Captivating Potential of Verbal Expression

In a time characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its capability to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**World Class Selling**," a mesmerizing literary creation penned with a celebrated wordsmith, readers set about an enlightening odyssey, unraveling the intricate significance of language and its enduring impact on our lives. In this appraisal, we shall explore the book's central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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