

Hard Sell vs Soft Sell

Sales Strategy

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graph TD; A[Sales Strategy] --> B[Hard Sell]; A --> C[Soft Sell];
```

Hard Sell

- Direct, aggressive, and high-pressure
- Creates a sense of urgency
- Does not focus on customer relationship
- Sells products of low-cost, shorter shelf-life, one-time usage product, and small businesses
- Markets products of huge stocks and less demand
- Uses a rational appeal

Soft Sell

- Indirect, gentle, and low-pressure
- Does not urge the potential customer
- Extends a long-term relationship with the customer
- Sell products of long-term, repeated usage, and brands
- Markets products of huge demand and less supply
- Uses an emotional appeal

Soft Sell

Lesley Cresswell



Soft Sell:

Graphic with Materials Technology Lesley Cresswell, 2004 A study guide that matches the Edexcel specification to help students succeed at A Level this volume examines graphics within materials technology and is intended to aid revision as well as study *The Sustainable Global Marketplace* Mary Conway Dato-on, 2014-10-27 Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this Proceedings series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights complimenting the Academy's flagship journals the Journal of the Academy of Marketing Science JAMS and AMS Review Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science This volume includes the full proceedings from the 2011 Academy of Marketing Science AMS Annual Conference held in Coral Gables Florida entitled The Sustainable Global Marketplace

Advances in Advertising Research (Vol. 2) Shintaro Okazaki, 2011-06-21 This volume grew out of research papers presented at the 9th ICORIA International Conference on Research in Advertising which was held at Universidad Autonoma de Madrid Spain on June 24-26 2010 The conference involved advertising communication and marketing scholars located all over the world thereby setting an example of diversity and plurality in our ICORIA community **Soft Sell** Tim Connor, 2003-04 Everyone sells every day themselves their ideas their products or services Soft Sell provides a new approach to selling one that stresses motivation communication relationship building and self image psychology to power boost you to personal sales success Soft Sell gives you An in depth self analysis questionnaire to get you started Exercises to expand your possibilities and help rid yourself of imaginary ceilings and self imposed limitations The 20 qualities found in the most successful salespeople with a scale for you to evaluate and grade yourself Simple ways to get out of a sales slump 17 principles for personal achievement And Soft Sell explains Sales objections what they actually mean and how to overcome them Attitude how to really increase your success Prospecting how to discover the prospect's dominant buying motive The sales interview get your prospect to tell you how to sell to him or her Service building customer support and loyalty to increase repeat business **Advances in Advertising Research (Vol. XII)** Alexandra Vignolles, Martin K.J.

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