

# Perbedaan Soft Selling vs Hard Selling

## Soft Selling



- Pendekatan lebih halus dan bertahap
- Berfungsi membuat customer nyaman sebelum membeli
- Kebalikan dari *hard selling*, tapi bukan termasuk *passive selling*

## Hard Selling



- Pendekatan lebih langsung dan agresif
- Berfungsi membuat customer membeli barang saat ini juga
- Disebut juga dengan *aggressive selling*

# Soft Selling In A Hard World

**S Ashworth**



## **Soft Selling In A Hard World:**

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