



The Science of Successful Salesmanship; A Series of Lessons Correlating the Basic Laws Which Govern the Sale of Goods for Profit (1-10)

By Arthur Frederick Sheldon

Theclassics.Us, United States, 2013. Paperback. Book Condition: New. 246 x 189 mm. Language: Latvian,English . Brand New Book ***** Print on Demand *****. 1903 edition.: .has gone far enough, when points have been pressed hard enough, and even when enough goods have been sold. No salesman of tact will force sales that he knows the customer will regret, or, in the case of wholesaling, that will overstock and hamper the business of the retailer. A tactful intercourse with your fellow employes is also most desirable. It helps to oil the machinery of the business all around. If you are a proprietor or one in authority, tact in dealing with those under you is of much importance. Persons in the service of others are apt to be sensitive and often imagine themselves to be victims of injustice when there is no cause for it. The result of such a feeling is apt to be discontent or even disloyalty. A tactful way of gaining orders or even of reproving the negligence or mistakes of your people will often do more to insure good service than if you spoke like an autocrat. Never forget, also, to give praise or encouragement where they are...



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