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The first 20% of the book seemed like a sales pitch to buy the book rather than how to sell, after that the tips and examples came through. It wasn't as focussed on the psychology as much as I expected but still a good read for people new to sales. Read more. 4 people found this helpful.

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...

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Increase Your Sales Faster and Easier Than You Ever Thought Possible □ The Psychology of Selling □ is a guide, written to help beginners in sales to improve their communication and sales-skills for the purpose of influencing the potential customers. About Brian

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The Psychology of Selling PDF Summary - Brian Tracy ...

The Psychology of Selling The Psychology of Selling is a well-regarded book by legendary sales professional Brian Tracy. It shares ideas, methods, strategies, and techniques for salespeople to sell faster and easier than ever before. It's a must-read for salespeople of all verticals, and we've got a complete summary here.

A 10-Minute Summary of "The Psychology of Selling" by ...

The psychology of selling tells us that your prospects will 1) no longer feel the need to shop around since you're already giving them multiple choices, 2) see great value in the basic and middle options in the context of the three-option setup, and 3) potentially go with the high, premium option because they simply want the best, and your proposal has built up the value in a compelling way.

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If you don't understand the psychology of selling, then the words
are going to fall flat if they're not used in the right context. If you
put the components of a sales letter in the wrong order, sales will
tank. If you're not pushing the right psychological triggers at
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