



Marketing Methods and Salesmanship: A Series of 18 Texts

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HISTORICAL KNOWLEDGE OF MARKETING AND SALESMANSHIP PUBLISHED IN 1914.

This collection of 14 papers by various authors contains information which is almost lost to today's marketing and sales world.

It starts by explaining the structure of business from producer to final seller. This will show you how you fit into the marketing and sales world.

Then you will learn the extreme work ethic of successful sales people.

Finally, you will learn many sales methods that work in most types of sales.

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