

Detailed Licensing

Overview

Title: [The Power of Selling](#)

Webpages: 110

Applicable Restrictions: Noncommercial

All licenses found:

- [CC BY-NC-SA 3.0](#): 100% (110 pages)

By Page

- [The Power of Selling](#) - [CC BY-NC-SA 3.0](#)
 - [Front Matter](#) - [CC BY-NC-SA 3.0](#)
 - [TitlePage](#) - [CC BY-NC-SA 3.0](#)
 - [InfoPage](#) - [CC BY-NC-SA 3.0](#)
 - [Table of Contents](#) - [CC BY-NC-SA 3.0](#)
 - [Licensing](#) - [CC BY-NC-SA 3.0](#)
 - [1: The Power to Get What You Want in Life](#) - [CC BY-NC-SA 3.0](#)
 - [1.1: Introduction](#) - [CC BY-NC-SA 3.0](#)
 - [1.2: Get What You Want Every Day](#) - [CC BY-NC-SA 3.0](#)
 - [1.3: Selling - Heartbeat of the Economy and the Company](#) - [CC BY-NC-SA 3.0](#)
 - [1.4: Selling U - The Power of Your Personal Brand](#) - [CC BY-NC-SA 3.0](#)
 - [1.5: Review and Practice](#) - [CC BY-NC-SA 3.0](#)
 - [2: The Power to Choose Your Path - Careers in Sales](#) - [CC BY-NC-SA 3.0](#)
 - [2.1: Introduction](#) - [CC BY-NC-SA 3.0](#)
 - [2.2: What Does It Take to Be in Sales?](#) - [CC BY-NC-SA 3.0](#)
 - [2.3: Sales Channels and Environments - Where You Can Put Your Selling Skills to Work](#) - [CC BY-NC-SA 3.0](#)
 - [2.4: Selling U - Résumé and Cover Letter Essentials](#) - [CC BY-NC-SA 3.0](#)
 - [2.5: Review and Practice](#) - [CC BY-NC-SA 3.0](#)
 - [3: The Power of Building Relationships - Putting Adaptive Selling to Work](#) - [CC BY-NC-SA 3.0](#)
 - [3.1: Introduction](#) - [CC BY-NC-SA 3.0](#)
 - [3.2: The Power of Relationship Selling](#) - [CC BY-NC-SA 3.0](#)
 - [3.3: Putting Adaptive Selling to Work](#) - [CC BY-NC-SA 3.0](#)
 - [3.4: Selling U - Networking—The Hidden Job Market](#) - [CC BY-NC-SA 3.0](#)
 - [3.5: Review and Practice](#) - [CC BY-NC-SA 3.0](#)
 - [4: Business Ethics - The Power of Doing the Right Thing](#) - [CC BY-NC-SA 3.0](#)
 - [4.1: Introduction to Business Ethics](#) - [CC BY-NC-SA 3.0](#)
 - [4.2: Business Ethics - Guiding Principles in Selling and in Life](#) - [CC BY-NC-SA 3.0](#)
 - [4.3: Policies, Practices, and Cultures](#) - [CC BY-NC-SA 3.0](#)
 - [4.4: Selling U - Selling Your Personal Brand Ethically—Résumés and References](#) - [CC BY-NC-SA 3.0](#)
 - [4.5: Review and Practice](#) - [CC BY-NC-SA 3.0](#)
 - [5: The Power of Effective Communication](#) - [CC BY-NC-SA 3.0](#)
 - [5.1: Introduction to Effective Communication](#) - [CC BY-NC-SA 3.0](#)
 - [5.2: Ready, Set, Communicate](#) - [CC BY-NC-SA 3.0](#)
 - [5.3: Your Best Behavior](#) - [CC BY-NC-SA 3.0](#)
 - [5.4: Selling U - The Power of Informational Interviews](#) - [CC BY-NC-SA 3.0](#)
 - [5.5: Review and Practice](#) - [CC BY-NC-SA 3.0](#)
 - [6: Why and How People Buy- The Power of Understanding the Customer](#) - [CC BY-NC-SA 3.0](#)
 - [6.1: Introduction](#) - [CC BY-NC-SA 3.0](#)
 - [6.2: Buying 101](#) - [CC BY-NC-SA 3.0](#)
 - [6.3: How the Buying Process Works](#) - [CC BY-NC-SA 3.0](#)
 - [6.4: Selling U - Developing and Communicating Your Personal FAB](#) - [CC BY-NC-SA 3.0](#)
 - [6.5: Review and Practice](#) - [CC BY-NC-SA 3.0](#)
 - [7: Prospecting and Qualifying - The Power to Identify Your Customers](#) - [CC BY-NC-SA 3.0](#)
 - [7.1: Introduction](#) - [CC BY-NC-SA 3.0](#)
 - [7.2: It's a Process - Seven Steps to Successful Selling](#) - [CC BY-NC-SA 3.0](#)
 - [7.3: Prospecting - A Vital Role in the Selling Process](#) - [CC BY-NC-SA 3.0](#)

- 7.4: Go Fish - Resources to Help You Find Your Prospects - CC BY-NC-SA 3.0
- 7.5: Selling U - How to Use Prospecting Tools to Identify 25 Target Companies - CC BY-NC-SA 3.0
- 7.6: Review and Practice - CC BY-NC-SA 3.0
- 8: The Preapproach- The Power of Preparation - CC BY-NC-SA 3.0
 - 8.1: Introduction - CC BY-NC-SA 3.0
 - 8.2: Researching Your Prospect - Going Deeper - CC BY-NC-SA 3.0
 - 8.3: Solving, Not Selling - CC BY-NC-SA 3.0
 - 8.4: Getting Smart about Your Sales Call - CC BY-NC-SA 3.0
 - 8.5: Prepare Your Presentation - CC BY-NC-SA 3.0
 - 8.6: Selling U - Six Power-Packed Tools to Let the Right People Know about Your Brand - CC BY-NC-SA 3.0
 - 8.7: Review and Practice - CC BY-NC-SA 3.0
- 9: The Approach- The Power of Connecting - CC BY-NC-SA 3.0
 - 9.1: Introduction - CC BY-NC-SA 3.0
 - 9.2: First Impressions Make All the Difference - CC BY-NC-SA 3.0
 - 9.3: How to Start Off on the Right Foot - CC BY-NC-SA 3.0
 - 9.4: Choosing the Best Approach for the Situation - CC BY-NC-SA 3.0
 - 9.5: Overcoming Barriers to Success - CC BY-NC-SA 3.0
 - 9.6: Selling U - What's Your Elevator Pitch for Your Brand? - CC BY-NC-SA 3.0
 - 9.7: Review and Practice - CC BY-NC-SA 3.0
- 10: The Presentation - The Power of Solving Problems - CC BY-NC-SA 3.0
 - 10.1: Introduction - CC BY-NC-SA 3.0
 - 10.2: Preparation - Your Key to Success - CC BY-NC-SA 3.0
 - 10.3: Dress for Success - CC BY-NC-SA 3.0
 - 10.4: Making Your Presentation Work - CC BY-NC-SA 3.0
 - 10.5: How to Use SPIN Selling in Your Sales Call - CC BY-NC-SA 3.0
 - 10.6: Putting It All Together - CC BY-NC-SA 3.0
 - 10.7: Selling U - Selling Yourself in an Interview - CC BY-NC-SA 3.0
 - 10.8: Review and Practice - CC BY-NC-SA 3.0
- 11: Handling Objections - The Power of Learning from Opportunities - CC BY-NC-SA 3.0
 - 11.1: Introduction to Handling Objections - CC BY-NC-SA 3.0
 - 11.2: Objections Are Opportunities to Build Relationships - CC BY-NC-SA 3.0
 - 11.3: Types of Objections and How to Handle Them - CC BY-NC-SA 3.0
 - 11.4: Selling U - How to Overcome Objections in a Job Interview - CC BY-NC-SA 3.0
 - 11.5: Review and Practice - CC BY-NC-SA 3.0
- 12: Closing the Sale- The Power of Negotiating to Win - CC BY-NC-SA 3.0
 - 12.1: Introduction - CC BY-NC-SA 3.0
 - 12.2: Closing Starts at the Beginning - CC BY-NC-SA 3.0
 - 12.3: Collaborate to Negotiate - CC BY-NC-SA 3.0
 - 12.4: Selling U - Negotiating to Win for Your Job Offer - CC BY-NC-SA 3.0
 - 12.5: Review and Practice - CC BY-NC-SA 3.0
- 13: Follow-Up - The Power of Providing Service That Sells - CC BY-NC-SA 3.0
 - 13.1: Introduction - CC BY-NC-SA 3.0
 - 13.2: Follow-Up - The Lasting Impression - CC BY-NC-SA 3.0
 - 13.3: Customer Satisfaction Isn't Enough - CC BY-NC-SA 3.0
 - 13.4: Selling U - What Happens after You Accept the Offer? - CC BY-NC-SA 3.0
 - 13.5: Review and Practice - CC BY-NC-SA 3.0
- 14: The Power of Learning the Ropes - CC BY-NC-SA 3.0
 - 14.1: Introduction - CC BY-NC-SA 3.0
 - 14.2: Managing Yourself, Your Income, and Your Results - CC BY-NC-SA 3.0
 - 14.3: Motivation, Learning, Enjoyment, Success - CC BY-NC-SA 3.0
 - 14.4: Selling U - It's Your Career—Own It! - CC BY-NC-SA 3.0
 - 14.5: Review and Practice - CC BY-NC-SA 3.0
- 15: Entrepreneurial Selling- The Power of Running Your Own Business - CC BY-NC-SA 3.0
 - 15.1: Chapter Introduction - CC BY-NC-SA 3.0
 - 15.2: The Power of Entrepreneurship - CC BY-NC-SA 3.0
 - 15.3: Selling Yourself and Your Idea - CC BY-NC-SA 3.0
 - 15.4: Selling U - Inspiration, Resources, and Assistance for Your Entrepreneurial Journey - CC BY-NC-SA 3.0
 - 15.5: Review and Practice - CC BY-NC-SA 3.0
 - 15.6: Epilogue- You've Got the Power - CC BY-NC-SA 3.0
- Back Matter - CC BY-NC-SA 3.0

- [Epilogue- You've Got the Power](#) - *CC BY-NC-SA 3.0*
- [Index](#) - *CC BY-NC-SA 3.0*
- [Glossary](#) - *CC BY-NC-SA 3.0*
- [Detailed Licensing](#) - *CC BY-NC-SA 3.0*