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## Win New Business

**Rachel Jacobs, Rob Da Costa, Rachel Gertz, Chris Bantock, Clodagh S. Higgins, Jody Sutter, Karl Sakas, Kelly Campbell, Chris Simmance, Christian Banach, Tim Kilroy, Robert Craven, Jonathan Leafe, Lee Goff, Marcel Petitpas, Peter Levitan, Jason Swenk, DAN, Adzooma, Vendasta, InvisiblePPC, Nikole Mackenzie, ActiveDEMAND, Alejandra Tobón, Duda**

## **Win New Business:**

High Performance Sales Strategies Russell Ward,2013-10-11      **Small Business Survival: Teach Yourself** Kevin Duncan,2010-01-29 Small Business Survival will give you all the help you need to not just get by in the present economic downturn but to help your business emerge stronger too The author Kevin Duncan is an independent troubleshooter with a vast knowledge of many business types writer of 5 bestselling business books and winner of many creativity and effectiveness awards His no nonsense approach to the subject guides you through the key issues and questions you will face and gives you clear practical solutions to help ensure your business survives and thrives NOT GOT MUCH TIME One and five minute introductions to key principles to get you started AUTHOR INSIGHTS Lots of instant help with common problems and quick tips for success based on the author s many years of experience TEST YOURSELF Tests in the book and online to keep track of your progress EXTEND YOUR KNOWLEDGE Extra online articles at [www.teachyourself.com](http://www.teachyourself.com) to give you a richer understanding of how to keep your small business afloat and going strong FIVE THINGS TO REMEMBER Quick refreshers to help you remember the key facts TRY THIS Innovative exercises illustrate what you ve learnt and how to use it      **Selling & Sales Management** Lisa Spiller,2021-09-01 Packed with engaging examples and case studies from companies including Amazon IBM and Pepsi as well as unique insights from sales professionals across the globe this comprehensive textbook balances research theory and practice to guide students through the art and science of selling in a fast changing and digital age The text highlights the emerging role of storytelling sales analytics and automation in a highly competitive and technological world and includes exercises and role plays for students to practice as they learn about each stage of the selling process As well as its focus on selling the text also provides students with essential sales management skills such as onboarding coaching mentoring and leading salespeople as well as managing sales pipelines territories budgets systems and teams when not in the field Online resources are included to help instructors teaching with the textbook including PowerPoint slides and a testbank Chapter overviews and teaching notes for the roleplays included in the text and suggested course projects and worksheets are also provided for instructors Suitable for courses on selling and sales management at all college and university levels      Pricing For Success Mark Peacock,2023-01-19 Perfecting your pricing is fundamental to the success of your business It affects how your customers perceive you it can make or break a sale and it s the most powerful key to profitable and sustainable growth But how do you know your pricing is right How do you approach making this most crucial of decisions with confidence and clarity In Pricing for Success leading pricing expert Mark Peacock takes a fresh look at the power and psychology of pricing and walks you clearly through seven essential steps that will improve your pricing delight your customers and create a more profitable business Through an illuminating and informative blend of straightforward examples templates and real life case studies presented alongside over fifty expert pricing tips tools and tactics you ll discover Why pricing is your biggest lever for profitable growth The persuasive pricing techniques that have the

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