



## The Secret Psychology of Selling: Mental Reflexes (Paperback)

By Joseph A Caulfield

Joseph A. Caulfield, United States, 2011. Paperback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*. If psychology gurus are to be believed, we self-sabotage. So do our prospects. They also say we re blessed with 20/20 hindsight, so that we can see, in retrospect, that we really are just a train wreck - a train that is on a self-destructive, self-created course of bad behaviors. They each seem to have some sort of plan to get us out of our own way, and quit doing those bad behaviors, but a lot of us then feel a little guilt, and a lot introverted. What if the bad behaviors can be bested by helping others? By understanding how a prospect s mind works - Making more sales than we ever dreamed of in the process?.



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