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### **The psychology of Selling | 2KnowMySelf**

Nonetheless, The Psychology of Selling is a good book, a great primer for new sales people and a great refresher for experienced sales people as well. If you buy this, you will want to add the tape program as well or Advanced Selling Strategies.

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How psychology can increase sales We think of people first: If there is a wonderful restaurant beside your house... We don't love places we love the experience: You don't hate your job but you hate... People follow others blindly: Many psychology researchers has shown that people can make an... ...

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**asking. Anyone who sells products for a living, online or offline, should know and live these seven principles in sales psychology. Psychology of selling: Cialdini's seven principles. Reciprocity; Commitment and consistency**

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