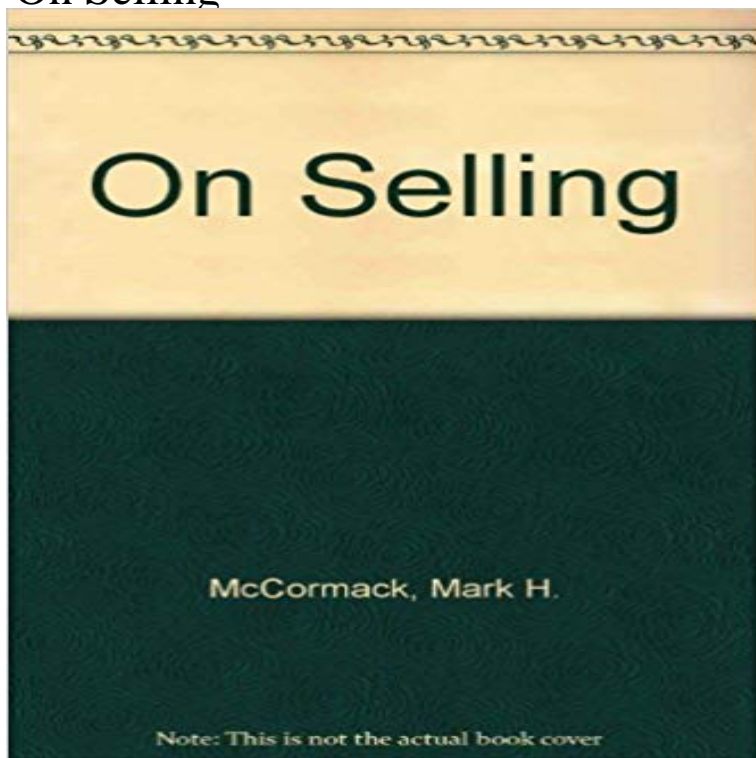


On Selling



The bestselling author of *What They Don't Teach You at Harvard Business School* now focuses on key disciplines and shares his philosophy on selling. Written in his trademark candid, anecdotal style, *On Selling* expands upon the three basic tenets of salesmanship--how to identify the customer, how to reach the customer, and how to persuade the customer to buy--and guide readers through the steps which every salesperson must master.

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