
Secrets Power Persuasion Salespeople Dawson

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index-of/** - their secrets. i would quickly learn that we persuasion professors have much more to learn from them than they have to learn from us. we began with the salespeople. we listened to hucksters selling everything from tupperware and cosmetics to health and religion. we listened to pitches for time-shares and kitchenware. one of us watched a woman in a neighbor's home—a "good friend from ...

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