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crucial to our survival and our happiness”. “Whether it’s selling’s traditional form or its non-sales variation, we’re all in sales now”. “Ferlazzo makes a distinction between ‘irritation’ and ‘agitation’.

Book Summary: To Sell Is Human by

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Be Closing”), explains why extraverts don't make the best salespeople, and shows how giving people an “off-ramp” for their actions can matter more than actually changing their minds.

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To Sell Is Human Summary. July 21,  
2016 November 22, 2020 Niklas  
Goeke Business, Communication  
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Psychology, Relationships, Sales, Self  
Improvement, Work. 1-Sentence-  
Summary: To Sell Is Human shows you  
that selling is part of your life, no

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1-30 of 91 “To sell well is to convince  
someone else to part with  
resources—not to deprive that person,  
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When we think of "sales", most of us think of pushy door-to-door salespeople or slimy used-car salesmen. In "To Sell is Human",

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Daniel Pink shows how outdated this perspective is. In fact, all of us sell – as part of our work and lives, we constantly influence, sway or persuade others to take action.

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selling into instead of providing value to HR. Because talking to HR requires knowledge, time and effort, companies should work to help solve our problems through adding value before rushing to the sale.

Marketing & Selling to Human

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look at sales and how it's changed in  
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scientific research. Pink says that an ethical approach to sales is the most effective approach you can take in this day and era.

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“We don’t allow people to buy and

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selling human beings, that's slavery," says Dr. Robert Klitzman, director of the bioethics program at Columbia University. "Should we allow people to buy and sell...

Should people be allowed to sell their organs?



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About Daniel H. Pink Daniel H. Pink is the author of several books, including the New York Times bestselling Drive, To Sell is Human and A Whole New Mind. His books have been translated into 35 languages and have sold more than 2 million copies worldwide. He lives in Washington D.C. with his wife

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