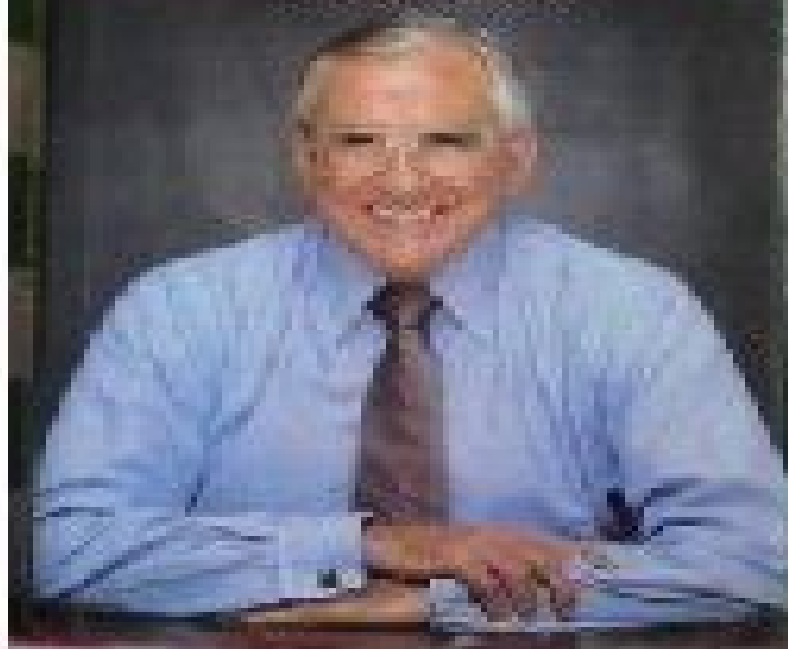


ED McMAHON'S SUPERSELLING

Performance Techniques for High-Potential Sales
with Warren Zevon



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Ed McMahon's Superselling Ed McMahon, Warren Jamison, 1989 Explains how sales people can put together a successful selling act for high volume sales The Power of Persuasion Robert Levine, 2003-02-21 Robert Levine offers readers an insight into the mindsets of those who prod praise debase and manipulate others to do things they never thought they d do from the point of view of those prodded praised and manipulated He takes a hands on approach to looking behind the curtain of shilling and pitch by showing pitchmen at work **Experiencing Social Psychology** Ayala Malakh-Pines, Christina Maslach, 1993 This third edition of readings and projects enables students to move beyond passive reception of facts to active participation in the role of a social psychologist The book provides a combination of research articles that illuminate key conceptual issues of each section of the text projects for students to complete that enhance active learning and new Points of Interest sections that highlight special features of important social psychological research **The Unabashed Librarian**, 1995 *Industrial Distribution*, 1989 *Promotional Feats* Eric J. Soares, 1991-08-30 In this volume Eric Soares offers a lively and comprehensive treatment of promotional feats publicity efforts that generate positive and extensive media exposure and thereby enhance sales Arguing that promotional feats are one of the most powerful yet underused tools available to the marketing manager Soares shows how they can have a dramatic impact on consumer behavior if they are developed and executed carefully The types of feats described and illustrated include advertisements sales promotions publicity stunts sales activities displays or unusual product characteristics The common denominator Soares demonstrates is that each feat must be newsworthy enough to cause media attention which is then instrumental in affecting consumers attitudes intentions and buying behavior Numerous examples of successful consumer based promotion activities are included The book begins by examining historical feats of publicity and promotion undertaken by military strategists adventurers and others Soares explains how each incident was conceived and carried out and illuminates its applications to business The bulk of the volume explores business promotional feats and their underlying market strategies Separate chapters are devoted to media events product features outrageous advertisements promotion gimmicks and company icons The final chapter reviews the process of conceptualizing designing and implementing a promotional feat An indispensable resource for marketing and sales promotion managers Promotional Feats will also be essential reading for anyone aspiring to a career in these fields

Books In Print 2004-2005 Ed Bowker Staff, Staff Bowker, Ed, 2004 **Forthcoming Books** Rose Arny, 1990 *Who's who in America*, 2003 **Personal Selling** Rolph E. Anderson, Alan J. Dubinsky, 2004 Electronic Selling Brian Jamison, Josh Gold, Warren Jamison, 1997 At last This simple revolutionary book is the first plain English guide to handling sales and credit card transactions on the World Wide Web It s designed for businesspeople and cyberpreneurs who want to make money on the Internet not do programming for it Written at a level everyone can understand E Cash answers the pressing questions posed by marketers Webmasters and entrepreneurs In doing business on the Internet how do we process

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