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Socrates said that moral philosophy deals with 'no small matter, but how we ought to live'. Beginning with a minimum conception of what morality is, the author offers discussions of the most important ethical theories. He includes treatments of such topics as cultural relativism, ethical subjectivism, psychological egoism, and ethical egoism.

Brian Tracy, one of the top professional speakers and sales trainers in the world today, found that his most important breakthrough in selling was the discovery that it is the "Psychology of Selling" that is more important than the techniques and methods of selling. Tracy's classic audio program, The Psychology of Selling, is the best-selling sales training program in history and is now available in expanded and updated book format for the first time. Salespeople will learn: "the inner game of selling" how to eliminate the fear of rejection how to build unshakeable self-confidence Salespeople, says Tracy, must learn to control their thoughts, feelings, and actions to make themselves more effective.

This is a story of Robert Bagley's biography - his: family, faith, entrepreneurship, corporate sales experience, and then diving into being a full time reseller on Amazon and back to corporate America (due to "Lessons Learned") - putting his Amazon business back to part time. This is not a "how-to" book for how to sell on Amazon and Ebay, just sharing my story and a few best practices I learned along the way. Please don't purchase this book if you want a step-by-step tutorial on how to be a re-seller on Amazon and Ebay. As a young professional, Robert Bagley climbed and overcame many corporate mountains eventually earning a high six-figure income with several Fortune 500 companies. Still, something was missing from his vocational career and he knew that he needed to add a small business to his lifestyle. This would bring a change that not only involved a lot of personal risks, but a good amount of faith as well. And, not just faith in himself. And so he embarked on what would prove to be the most incredible game-changing season of his life. You'll be inspired, motivated, challenged, and moved-to-action by Robert's life-story and how selling on Amazon and eBay pulled his career toward a whole new path of becoming an eCommerce entrepreneur.

Increasing your sales revenue is really simple. It's just a matter of getting your wait staff to say the right things, in the right way, at the right time - every time! This book is the definitive guide to show you how.How would you like your worst performing waiter to sell like one of the best waiters in the world? They can with what you will learn in this book!Are you literally leaving money on the table?Does your wait staff cost you sales by acting as order takers and plate carriers?Would you like to have wait staff who are able to increase your bill size without coming across as robots or sleazy sales people?Running a restaurant is hard work. Selling at the Table makes it much, much easier. As your staff starts to implement the seven simple steps contained within this book, you will see your restaurant, café, hotel or bar's profits grow. Your staff will produce better sales revenue and life will become a whole lot easier for you. Because you have increased revenue, you will be able to recruit and retain great staff who will further increase your profits as they embrace Selling at the Table as the culture in your venue.Rest assured, you'll not be asking your staff to do anything more than they are doing already. You'll just be getting them to do it the right way - to say the right things, in the right way, at the right time - every time!

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In this newly released edition of one of his classic books, The One Minute Sales Person, Spencer Johnson, the author of the number one New York Times bestseller Who Moved My Cheese?, shows you how to sell your ideas, products, or services successfully! This is the book that has proved to be a must-have for the millions of people who were looking for the quickest way to improve their selling skills. In these changing times, Spencer Johnson, coauthor of The One Minute Manager®, shows you how the phenomenal One Minute® methods can bring real and lasting sales success with the least amount of time and effort. You will learn how to enjoy your job and your life more as you discover the effective secrets of "self-management," the integrity of "selling on purpose," and the liberating "wonderful paradox" of helping others get what they want so you can get what you need. The One Minute Sales Person is a clear, easy and invaluable guide that works for both you and the people you sell to, for your financial prosperity and personal well-being. In short, it is a classic Spencer Johnson bestseller that can help you enjoy more success with less stress.

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