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The Challenger Sale Taking Control of the Customer

The book details an impressive, data-based B2B sales tactic, starting with helping you understand your sales personality type and explaining why you want to teach, tailor your message to and challenge your clients. Drawing from a survey of 6,000 sales reps, they explain what information to gather, how to present it and how to challenge your customers. getAbstract recommends their instructions

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The Challenger Sale Taking Control of the Customer

The Challenger Sale is based on extensive research conducted by the Sales Executive Council into the attributes of successful sales professionals. The CEB authors provide critical insights that enlighten the reader to ways of selling that they might have not thought of before but that also makes complete sense.

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The Challenger Sale Audiobook by Matthew Dixon Brent

This Sumoreads analysis offers supplementary material to The Challenger Customer to help you distill the key takeaways, review the book's content, and offers insight into the writing style and overall themes.

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Professor Challenger Wikipedia

George Edward Challenger is a fictional character in a series of fantasy and science fiction stories by Sir Arthur Conan Doyle. Unlike Conan Doyle's self-controlled, analytical character, Sherlock Holmes, Professor Challenger is an aggressive, hot-tempered, dominating figure.

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The Challenger Sale How To Take Control of the Customer

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