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Negotiate to Close

to Make More Successful Deals



by Gary Karrass
Chief Executive of Karrass Seminars Inc.

Negotiate To Close How To Make More Successful Deals

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Negotiate to Close Gary Karrass,1985 **Negotiate to Close** Gary Karrass,1987-09-15 Karrass teaches that the salesperson or business executive is in a stronger position than he or she may have thought and highlights the specific skills and techniques that lead to more closings and better profits a gold mine of valuable negotiation strategy Chicago Tribune

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