

THE ART OF SELLING INTANGIBLES

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The Art, the Sport and the Science of Salesmanship Alain Amzallag, 2006-06-01 It has been said that nothing happens in a countrys economy until an act of sale takes place Buying and selling are the catalysts that facilitate exchanges between the building blocks of a countrys wealth products and services as well as on a larger scale between countries How this selling takes place is not a haphazard exercise Rather as you will read in this handbook selling is more than closing a sale it is also generating the allegiance of customers to the salesperson and to the company in order to virtually guarantee repeat business In this handbook a scientific career salesperson Alain Amzallag M Sc shows the reader how selling is an attitude a fun

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Poitras, 2010-06-30 Provides a treatment of academic and practitioner approaches to equity security valuation This book challenges conventional academic wisdom surrounding the ergodic properties of stochastic processes guided by historical and philosophical insights It presents the implications of a general stochastic interpretation of equity security valuation

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Emotional Intelligence in Everyday Life Joseph Ciarrochi, Joseph P. Forgas, John D. Mayer, 2013-10-14 Since the release of the very successful first edition in 2001 the field of emotional intelligence has grown in sophistication and importance Many new and talented researchers have come into the field and techniques in EI measurement have dramatically increased so that we now know much more about the distinctiveness and utility of the different EI measures There has also been a dramatic upswing in research that looks at how to teach EI in schools organizations and families In this second edition leaders in the field present the most up to date research on the assessment and use of the emotional intelligence construct Importantly this edition expands on the previous by providing greater coverage of emotional intelligence interventions As with the first edition this second edition is both scientifically rigorous yet highly readable and accessible to a non specialist audience It will therefore be of value to researchers and practitioners in many disciplines beyond social psychology including areas of basic research cognition and emotion organizational selection organizational training education clinical psychology and development psychology

Finance and the Good Society Robert J. Shiller, 2013-04-21 Nobel Prize winning economist explains why we need to reclaim finance for the common good The reputation of the financial industry could hardly be worse than it is today in the painful aftermath of the 2008 financial crisis New York Times best selling economist Robert Shiller is no apologist for the sins of finance he is probably the only person to have predicted both the stock market bubble of 2000 and the real estate bubble that led up to the subprime mortgage meltdown But in this important and timely book Shiller argues that rather than condemning finance we

need to reclaim it for the common good He makes a powerful case for recognizing that finance far from being a parasite on society is one of the most powerful tools we have for solving our common problems and increasing the general well being We need more financial innovation not less and finance should play a larger role in helping society achieve its goals Challenging the public and its leaders to rethink finance and its role in society Shiller argues that finance should be defined not merely as the manipulation of money or the management of risk but as the stewardship of society's assets He explains how people in financial careers from CEO investment manager and banker to insurer lawyer and regulator can and do manage protect and increase these assets He describes how finance has historically contributed to the good of society through inventions such as insurance mortgages savings accounts and pensions and argues that we need to envision new ways to rechannel financial creativity to benefit society as a whole Ultimately Shiller shows how society can once again harness the power of finance for the greater good

Inspiring Sustainable Behaviour Oliver Payne, 2013-05-07 What is the answer to inspiring sustainable behaviour It starts with a question or nineteen With this simple and inspiring guide you'll learn how to ask for persistent pervasive and near costless change by uncovering our hidden quirks judgmental biases and apparent irrationalities The only change you'll need to make is how you ask Businesses larger or small will soon have to cut costs and cut carbon irrespective of the products they sell or the services they perform National government has structural policy and legislative needs and local government has implementation and documentation needs Indeed the new UK government coalition's approach to transport is simply cut costs and cut carbon Set against this there is an increasing sense that popular culture and popular science are congregating around a desire to understand who we are and how we behave The recent rise of behavioural economics is a testament to this as well as the relevance of environmental psychology Allied to this is a sense that big business is forging ahead with plans to account for and mitigate carbon emissions without the marketing and communications departments being able to help or communicate this effectively either through their own efforts or those of their communication agencies The 19 Different Ways to Ask for Change offer a solution to all these needs by pulling them together and showing that changing how we ask is near costless but its effects could be near priceless This book shows that simplification isn't always the solution an action can be the most successful question and a default answer can be the most important It explores why short term memory tasks change our behaviour how singing roads regulate speed and that commitment gaps change outcomes how our worry profile is the same as an Argentinean farmer's why knowledge of what kills you is irrelevant but asking about behaviour that kills is deadly and what a chimpanzee's tea party tells us about the effect of ownership on decision making This timely book will be of great value to scholars and practitioners whose work relates to reducing carbon emissions with a particular emphasis on environmental psychology behavioural economics project design and psychology It offers practical solutions for policy makers and professionals in marketing and communications departments

The Art of Association Marion Ritchey-Vance, 1994 *Orange Coast Magazine*, 1993-11 Orange Coast

Magazine is the oldest continuously published lifestyle magazine in the region bringing together Orange County's most affluent coastal communities through smart fun and timely editorial content as well as compelling photographs and design. Each issue features an award winning blend of celebrity and newsmaker profiles service journalism and authoritative articles on dining fashion home design and travel. As Orange County's only paid subscription lifestyle magazine with circulation figures guaranteed by the Audit Bureau of Circulation Orange Coast is the definitive guidebook into the county's luxe lifestyle.

Beyond Greed and Fear Hersh Shefrin, 1999-09-15 Beyond Greed and Fear illuminates behavioral finance for today's investor. It will help practitioners to recognize and avoid bias and errors in their decisions and to modify and improve their overall investment strategies.

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