

WHAT GREAT SALESPEOPLE DO

EMOTIONAL SELLING & STORYTELLING POWER

**MICHAEL BOSWORTH
BEN ZOLDAN**

What Great Salespeople Do

Alex Dripchak



What Great Salespeople Do:

Summary: What Great Salespeople Do BusinessNews Publishing, 2014-11-12 The must read summary of Michael Bosworth and Ben Zoldan's book *What Great Salespeople Do: The Science of Selling Through Emotional Connection and the Power of Story*. This complete summary of the ideas from Michael Bosworth and Ben Zoldan's book *What Great Salespeople Do* shows how the best salespeople are experts in the art of creating emotional connections with their buyers and telling them stories. The authors share their best strategies on how to connect with customers and build an inventory of powerful stories that you can use during sales to influence decisions. By learning about the importance of emotion in the decision making process you can discover how to use this to your advantage during a sales situation. Added value of this summary: Save time, Understand the key concepts, Expand your selling skills. To learn more read *What Great Salespeople Do* and become an expert at using emotions and stories to make a sale every time. *What Great Salespeople Do (PB)* Michael T. Bosworth, Ben Zoldan, 2012-01-13 Build better relationships and Sell More Effectively With a Powerful SALES STORY. Throughout our careers we have been trained to ask diagnostic questions, deliver value props and conduct ROI studies. It usually doesn't work best case we can argue with the customer about numbers purely a left brain exercise which turns buyers off. This book explains a better way. John Burke, Group Vice President Oracle Corporation. Forget music, a great story has charm to soothe the savage beast and win over the most challenging customer. And one of the best guides in crafting it, feeling it and telling it is *What Great Salespeople Do*. A must read for anyone seeking to influence another human being. Mark Goulston, M.D., author of the #1 international bestseller *Just Listen: Discover the Secret to Getting Through to Absolutely Anyone*. Good salespeople tell stories that inform prospects, great salespeople tell stories that persuade prospects. This book reveals what salespeople need to do to become persuasive story sellers. Gerhard Gschwandtner, publisher of *Selling Power*. This book breaks the paradigm. It really works, miracles. David R. Hibbard, President Dialexis Inc.™ *What Great Salespeople Do* humanizes the sales process. Kevin Popovic, founder Ideahaus. Mike and Ben have translated what therapists have known for years into a business solution utilizing and developing one's Emotional Intelligence to engage and lessen the defenses of others. *What Great Salespeople Do* is a step by step manual on how to use compelling storytelling to masterfully engage others and make their organizations great. Christine Miles, M.S., Psychological Services Executive Coach, Miles Consulting LLC. About the Book: This groundbreaking book offers extraordinary insight into the greatest mystery in sales: how the very best salespeople consistently and successfully influence change in others, inspiring their customers to say yes. Top performing salespeople have always had a knack for forging connections and building relationships with buyers. Until now, this has been considered an innate talent. *What Great Salespeople Do* challenges some of the most widely accepted paradigms in selling in order to prove that influencing change in buyers is a skill that anyone can learn. The creator of Solution Selling and CustomerCentric Selling, Michael Bosworth, along with veteran sales executive Ben Zoldan, synthesize discoveries in

neuroscience psychology sociology anthropology and other disciplines combining it all into a field tested framework helping you break down barriers build trust forge meaningful relationships and win more customers This book teaches you how to Relax a buyer s skepticism while activating the part of his or her brain where trust is formed and connections are forged Use the power of story to influence buyers to change Make your ideas beliefs and experiences storable using a proven story structure Build a personal inventory of stories to use throughout your sales cycle Tell your stories with authenticity and real passion Use empathic listening to get others to reveal themselves Incorporate storytelling and empathic listening to achieve collaborative conversations with buyers Breakthroughs in neuroscience have determined that people don t make decisions solely on the basis of logic in fact emotions play the dominant role in most decision making processes What Great Salespeople Do gives you the tools and techniques to influence change and win more sales

What Great Salespeople Do (Pb) Ben Zoldan, 2023-06-20 Build better relationships and Sell More Effectively With a Powerful SALES STORY Throughout our careers we have been trained to ask diagnostic questions deliver value props and conduct ROI studies It usually doesn t work best case we can argue with the customer about numbers purely a left brain exercise which turns buyers off This book explains a better way John Burke Group Vice President Oracle Corporation Forget music a great story has charm to soothe the savage beast and win over the most challenging customer And one of the best guides in crafting it feeling it and telling it is What Great Salespeople Do A must read for anyone seeking to influence another human being Mark Goulston M D author of the 1 international bestseller Just Listen Discover the Secret to Getting Through to Absolutely Anyone Good salespeople tell stories that inform prospects great salespeople tell stories that persuade prospects This book reveals what salespeople need to do to become persuasive story sellers Gerhard Gschwandtner publisher of Selling Power This book breaks the paradigm It really works miracles David R Hibbard President Dialectics Inc tm What Great Salespeople Do humanizes the sales process Kevin Popovic founder Ideahaus Mike and Ben have translated what therapists have known for years into a business solution utilizing and developing one s Emotional Intelligence to engage and lessen the defenses of others What Great Salespeople Do is a step by step manual on how to use compelling storytelling to masterfully engage others and make their organizations great Christine Miles M S Psychological Services Executive Coach Miles Consulting LLC About the Book This groundbreaking book offers extraordinary insight into the greatest mystery in sales how the very best salespeople consistently and successfully influence change in others inspiring their customers to say yes Top performing salespeople have always had a knack for forging connections and building relationships with buyers Until now this has been considered an innate talent What Great Salespeople Do challenges some of the most widely accepted paradigms in selling in order to prove that influencing change in buyers is a skill that anyone can learn The creator of Solution Selling and CustomerCentric Selling Michael Bosworth along with veteran sales executive Ben Zoldan synthesize discoveries in neuroscience psychology sociology anthropology and other disciplines combining it all into a field tested framework helping you break down barriers

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What Great Salespeople Do: The Science of Selling Through Emotional Connection and the Power of Story Michael Bosworth, Ben Zoldan, Michael T.

Bosworth, 2011-12-20 Build better relationships and Sell More Effectively With a Powerful SALES STORY Throughout our careers we have been trained to ask diagnostic questions deliver value props and conduct ROI studies It usually doesn't work best case we can argue with the customer about numbers purely a left brain exercise which turns buyers off This book explains a better way John Burke Group Vice President Oracle Corporation Forget music a great story has charm to soothe the savage beast and win over the most challenging customer And one of the best guides in crafting it feeling it and telling it is What Great Salespeople Do A must read for anyone seeking to influence another human being Mark Goulston M D author of the 1 international bestseller Just Listen Discover the Secret to Getting Through to Absolutely Anyone Good salespeople tell stories that inform prospects great salespeople tell stories that persuade prospects This book reveals what salespeople need to do to become persuasive story sellers Gerhard Gschwandtner publisher of Selling Power This book breaks the paradigm It really works miracles David R Hibbard President Dialexis Inc What Great Salespeople Do humanizes the sales process Kevin Popovic founder Ideahaus Mike and Ben have translated what therapists have known for years into a business solution utilizing and developing one's Emotional Intelligence to engage and lessen the defenses of others What Great Salespeople Do is a step by step manual on how to use compelling storytelling to masterfully engage others and make their organizations great Christine Miles M S Psychological Services Executive Coach Miles Consulting LLC About the Book This groundbreaking book offers extraordinary insight into the greatest mystery in sales how the very best salespeople consistently and successfully influence change in others inspiring their customers to say yes Top performing salespeople have always had a knack for forging connections and building relationships with buyers Until now this has been considered an innate talent What Great Salespeople Do challenges some of the most widely accepted paradigms in selling in order to prove that influencing change in buyers is a skill that anyone can learn The creator of Solution Selling and CustomerCentric Selling Michael Bosworth along with veteran sales executive Ben Zoldan synthesize discoveries in neuroscience psychology sociology anthropology and other disciplines combining it all into a field tested framework helping you break down barriers

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100 Skills of the Successful Sales Professional

Alex Dripchak,2021-06-15 100 Skills of the Successful Sales Professional prioritizes action orientation and puts antiquated outlines out to pasture The book is designed to not only curate the best expert teachings but it also consolidates these teachings to maximize the value extracted from every page If you re conscientious about making the biggest impact in your professional career by taking action to minimize the long learning and earning curve then this is the playbook for you

Secrets of Great Salespeople Jeremy Raymond,2016-05-05 Discover the 50 secrets that great salespeople know complete with strategies for putting them into practice What do great salespeople know that the rest of us don t Do they have a secret recipe for success Is there a special alchemy to selling The Secrets of Great Salespeople reveals the 50 things you need to know to in order to sell Each chapter outlines one of the 50 ideas and gives three strategies for putting it into practice Some ideas will surprise you all will inspire you Put these simple strategies together and you have a recipe for sales success a formula that will unlock your selling potential Whether you want to build lasting and profitable customer relationships hunt down new clients or are just beginning to work in a sales related field this book provides the tools and techniques you need to sell more With dedicated sections on being a Farmer or a Hunter on customers and for novices it gives you everything you need to know

The Four Steps to the Epiphany Steve Blank,2020-03-17 The bestselling classic that launched 10 000 startups and new corporate ventures The Four Steps to the Epiphany is one of the most influential and practical business books of all time The Four Steps to the Epiphany launched the Lean Startup approach to new ventures It was the first book to offer that startups are not smaller versions of large companies and that new ventures are different than existing ones Startups search for business models while existing companies execute them The book offers the practical and proven four step Customer Development process for search and offers insight into what makes some startups successful and leaves others selling off their furniture Rather than blindly execute a plan The Four Steps helps uncover flaws in product and business plans and correct them before they become costly Rapid iteration customer feedback testing your assumptions are all explained in this book Packed with concrete examples of what to do how to do it and when to do it the book will leave you with new skills to organize sales marketing and your business for success If your organization is starting a new venture and

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Why She Buys Bridget Brennan, 2011-09-13 If the consumer economy had a sex it would be female If the business world had a sex it would be male And therein lies the pickle Women are the engine of the global economy driving 80 percent of consumer spending in the United States alone They hold the purse strings and when they've got a tight grip on them as they do now companies must be shrewder than ever to win them over Just when executives have mastered becoming technology literate they find there's another skill they need becoming female literate This isn't always easy Gender is the most powerful determinant of how a person views the world and everything in it It's stronger than age income or race While there are mountains of research done every year segmenting consumers and analyzing why they buy more often than not it doesn't factor in the one piece of information that trumps them all the sex of the buyer It's stunning how many companies overlook the psychology of gender when we all know that men and women look at the world so differently Bridget Brennan's *Why She Buys* shows decision makers how to bridge this divide and capture the business of the world's most powerful consumers just when they need it most No Matter Where You Live Women Are a Foreign Country You'll discover the value in studying women with the same intensity that you would a foreign market Women grow up within a culture of their own gender which is often invisible to men Brennan dissects this female culture and explains the important brain differences between men and women that may

cause your female customers to notice things about your products marketing campaigns or sales environment that you might have overlooked

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The Good the Bad and the Ugly Find out how the best and brightest companies have cracked the female code and hear horror stories about those that haven't Through instructive case studies and interviews **Why She Buys** provides practical field proven techniques that you can apply to your business immediately from giants like Procter Gamble and Toyota to upstarts like Method home care products and lululemon athletica apparel At a time when every company is looking for a competitive advantage Bridget Brennan offers a new and effective lens for capturing market share

Media Capitalism Thomas Klikauer, 2022-01-01 This book argues that media and capitalism no longer exist as separated entities and posits three reasons why one can no longer exist without the other Firstly mass media have become indispensable to capitalism due to the media's ability to sell the commodities of mass consumerism Media capitalism also creates pro capital attitudes among a target population and establishes an ideological hegemony Thirdly media capitalism provides mass deception to hide the pathologies of capitalism which include mass poverty rising inequalities and the acceleration of global warming To illuminate this the book's historical chapter traces the emergence of media capitalism Its subsequent chapters show how media capitalism has infiltrated the public sphere society schools universities the world of work and finally democracy The book concludes by outlining how societies can transition from media capitalism to a post media capitalist society

The Sales Game Vinod Anand Raut, 2025-02-26 The Sales Game is a comprehensive guide to sales excellence providing readers with the skills strategies and mindset required to succeed in the competitive world of sales The book covers key topics such as developing a sales mindset understanding customer needs mastering sales techniques like SPIN selling and WTP and building effective communication and interpersonal skills It also emphasizes the importance of sustainability and growth introducing concepts like Footwork and sales legacy to help sales professionals maintain momentum adapt to change and leave a lasting impact By following the principles and techniques outlined in the book sales professionals can improve their performance build strong relationships and achieve long term success

Bestseller : Start a Business From Nothing Harkamal preet pal singh ubhi, 2019-05-07 Start a Business from Nothing Be An Entrepreneur should be read not just by aspiring entrepreneurs but by anyone seeking a thoughtful alternative to the current pervasive gloom about the prospects for the world A ground breaking and thought provoking book on innovation and what it takes for a new company to prosper from the founder of one of the most successful start ups The Entrepreneur Mind Start a Business from Nothing is a book that explains how to work on your innovative concepts as businessman The way to start a company has changed drastically over the time and this book will explain you how to utilize this change to our benefit The book provides the plan how a startup is a company devoted to creating something innovative

under circumstances of extreme uncertainty Every one of us has one thing in common and that is to clear the way of uncertainty and reach the target of having a sustainable unbeaten and balanced company The book emphasizes on the developed companies that are both economically proficient and make use of human imagination more frequently In this manner it a organization to move directions with agility altering plans inch by inch minute by minute The book make you learn entrepreneurship in organization of all sizes a way to judge their vision continuously and to adapt and adjust according to situation

Forever Bound Anurag Kumar,2023-10-09 Forever Bound The Power of Friendship to Transform Your Life is a heartwarming and inspiring coming of age story that explores the power of friendship to transform our lives Author Anurag Kumar shares his journey from a bright eyed fresher to a confident graduate with his friends by his side He recounts the challenges and triumphs of student life from academic rigour to the humours of hostel life and the inspiring stories of his teachers and mentors He also shares the lessons he learned from his experiences which have shaped him into the person he is today Anurag s story is a reminder that our college years are a time of great personal growth and transformation It is a time when we learn to become independent develop our own identities and make lifelong friends It is also a time when we learn the importance of hard work perseverance and resilience Forever Bound is a must read for anyone who has ever valued the importance of friendship or who is looking for inspiration to achieve their dreams It is a heartwarming and inspiring story that will stay with you long after you finish reading it

Proven Sales and Recruiting Methods: An Army Recruiter's Guide to Selling Anything to Anyone Cedric Crumbley,2015-04-14 Unlock the power of your sales potential Discover hundreds of tips and tricks you can use right away with your new found skills to get more people to buy from you Learn how to get people to sign on the dotted line

Sell with a Story Paul Smith,2016-09-08 Despite the high tech tools available to salespeople today the most personal method still works best Through storytelling a salesperson can explain products or services in ways that resonate connect people to the mission and help determine what decisions are made A well crafted story can pack the emotional punch to turn routine presentations into productive relationships In Sell with a Story organizational storytelling expert and author Paul Smith focuses his popular and proven formula to the sales arena Smith identifies the ingredients of the most effective sales stories and reveals how to Select the right story Craft a compelling and memorable narrative Incorporate challenge conflict and resolution And more Learning from model stories skill building exercises and enlightening examples from Microsoft Costco Xerox Abercrombie Fitch Hewlett Packard and other top companies you will soon be able to turn their personal experiences into stories that introduce yourself build rapport address objections add value to the product bring data to life create a sense of urgency and most importantly sell If you want to become a better communicator and transform your sales results Sell with a Story is for you

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coaching leaders delivers an insightful and engaging take on how to go from just holding your webinar audiences captive to truly captivating them In the book you ll learn a novel way to produce online experiences the authors call Customer Centric Events hybrid go to market simulations that generate high levels of attendance and participation The authors upend conventional wisdom to show you how to create unconventional webinars that dazzle prospective customers and flood your pipeline You ll discover how to Transform your product centric pitch offs into innovative customer centric events that activate and engage your ideal audience Use the authors signature G A M E S framework to drive high quality leads Build buzz engagement and interactivity directly into your virtual event and attract the top speakers in your industry A can t miss playbook that turns everything you know about virtual events on its head and shakes it up for good measure Reinventing Virtual Events is an essential read for founders sales professionals business owners marketing professionals and anyone else with a stake in developing successful and engaging online and hybrid events

Selling in Today's Economy J. M. Barry,L. C. Coats,2012-01-12 Unemployment Recession The best of the best are competing for the same jobs Selling in Todays Economy will sharpen the competitive skills of those who sell Who sells EVERYBODY sells everyday Parents sell to children Politicians sell to constituents Preachers sell to congregations Bosses sell to employees Marketing and sales professionals sell to us The unique information in this book will get your point across more effectively selling to get others to do what you want them to do more often buying Is your sales success measuring up Is it as good as you think it could be With over fifty years of sales experience authors J M Barry and Lawrence Coats have worked with managed or trained the sales forces of the best sales and development companies in the world Marriott Ritz Carlton Starwood Four Seasons Playground and EMI Music Publishing Selling in Todays Economy distinctly different from any other sales Guide applies Laws of Physics and performance art secrets used by the best actors of our time to sales fundamentals The proven cutting edge training techniques provided in this book which continue to grow the bottom lines of companies throughout the nation and abroad have been coveted by large corporations for over a decadeand now they can be yours today

Hal Becker's Ultimate Sales Book Hal Becker,2012-09-21 There are hundreds of books about sales but how many of them have actually helped anyone become a better salesperson Hal Becker s Ultimate Sales Bookis a sales book and sales training course rolled into one written by Xerox s former number one U S salesperson and one of America s top sales trainers It contains a wealth of practical information that many seasoned salespeople have forgotten and which new salespeople need to master It includes action steps to help you develop unique and proven selling methods set goals list prospects and even discover your own ways to answer objections Plus targeted quizzes at the end of each chapter to hone your skills This is truly the one sales book every salesperson needs

Corporate Infantry: Everything I know about Corporate Sales I learned in Combat Frederic SaintAmour II, **Knock Your Socks Off Prospecting** William Miller,Ron Zemke,2005 Another knockout in the grand tradition of Knock Your Socks Off Service

The book delves into What Great Salespeople Do. What Great Salespeople Do is a vital topic that must be grasped by everyone, from students and scholars to the general public. The book will furnish comprehensive and in-depth insights into What Great Salespeople Do, encompassing both the fundamentals and more intricate discussions.

1. The book is structured into several chapters, namely:
 - Chapter 1: Introduction to What Great Salespeople Do
 - Chapter 2: Essential Elements of What Great Salespeople Do
 - Chapter 3: What Great Salespeople Do in Everyday Life
 - Chapter 4: What Great Salespeople Do in Specific Contexts
 - Chapter 5: Conclusion
2. In chapter 1, the author will provide an overview of What Great Salespeople Do. The first chapter will explore what What Great Salespeople Do is, why What Great Salespeople Do is vital, and how to effectively learn about What Great Salespeople Do.
3. In chapter 2, the author will delve into the foundational concepts of What Great Salespeople Do. The second chapter will elucidate the essential principles that must be understood to grasp What Great Salespeople Do in its entirety.
4. In chapter 3, the author will examine the practical applications of What Great Salespeople Do in daily life. This chapter will showcase real-world examples of how What Great Salespeople Do can be effectively utilized in everyday scenarios.
5. In chapter 4, this book will scrutinize the relevance of What Great Salespeople Do in specific contexts. This chapter will explore how What Great Salespeople Do is applied in specialized fields, such as education, business, and technology.
6. In chapter 5, the author will draw a conclusion about What Great Salespeople Do. The final chapter will summarize the key points that have been discussed throughout the book.

This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. This book is highly recommended for anyone seeking to gain a comprehensive understanding of What Great Salespeople Do.

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