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The science of selling: proven strategies to make your pitch, influence decisions, and close the deal. [David Hoffeld, (Economist)] -- "The Revolutionary Sales Approach Scientifically Proven to Dramatically Improve Your Sales and Business Success Did you know that nearly half of salespeople fail to meet their quotas every year? Hoffeld recently spoke on the Knowledge@Wharton show on Sirius XM Channel to talk about his book, The Science Of Selling: Proven Strategies to Make Your Pitch, Influence Decisions and Close. The Science of Selling Proven Strategies to Make Your Pitch, Influence Decisions, and Close the Deal Proven Strategies to Make Your Pitch, Influence Decisions, and Close the Deal Proven Strategies to Make Your Pitch, Influence Decisions, and Close the Deal By David Hoffeld.

Influence, he discovered, is the foundation of selling, and everyone, not just professional salespeople, can benefit by applying the science of influence to their efforts.

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