

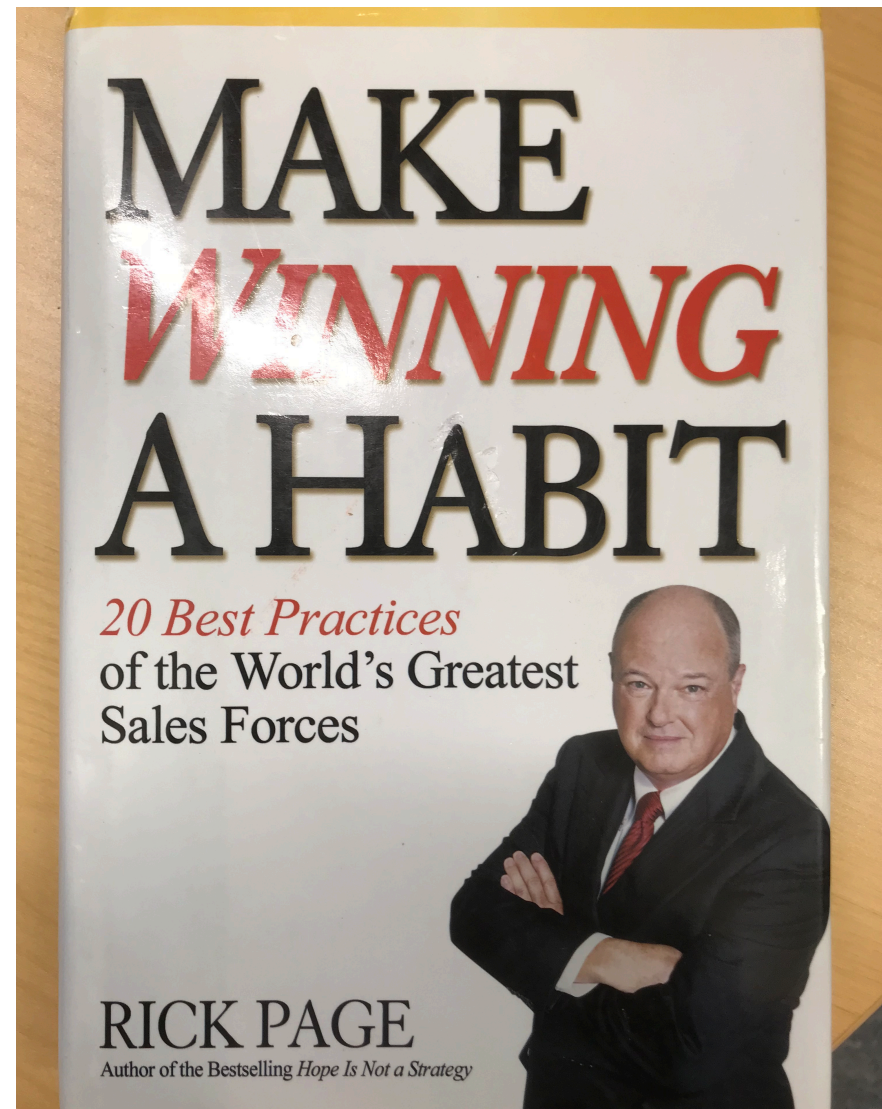
Popular books on sales methodologies

These books can be borrowed from me upon request.

“Make winning a habit”

Rick Page

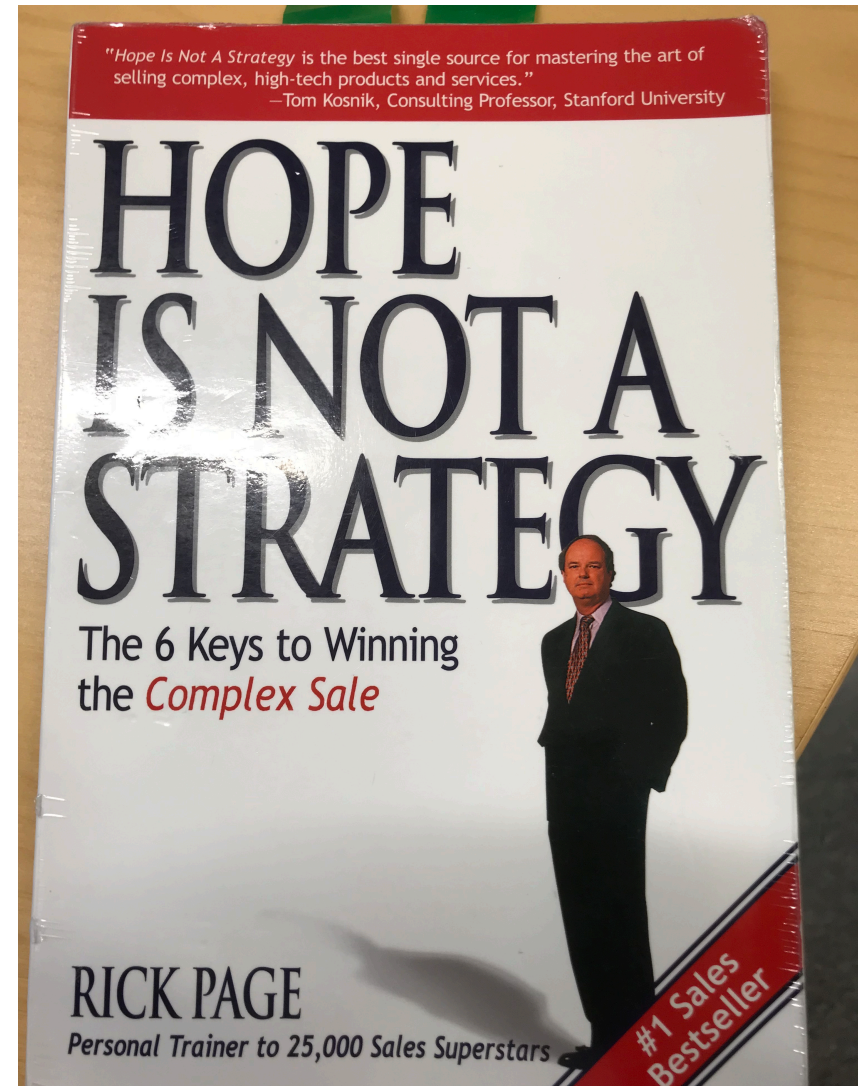
A comprehensive book on sales management of complex B2B sales.



“Hope is not a strategy”

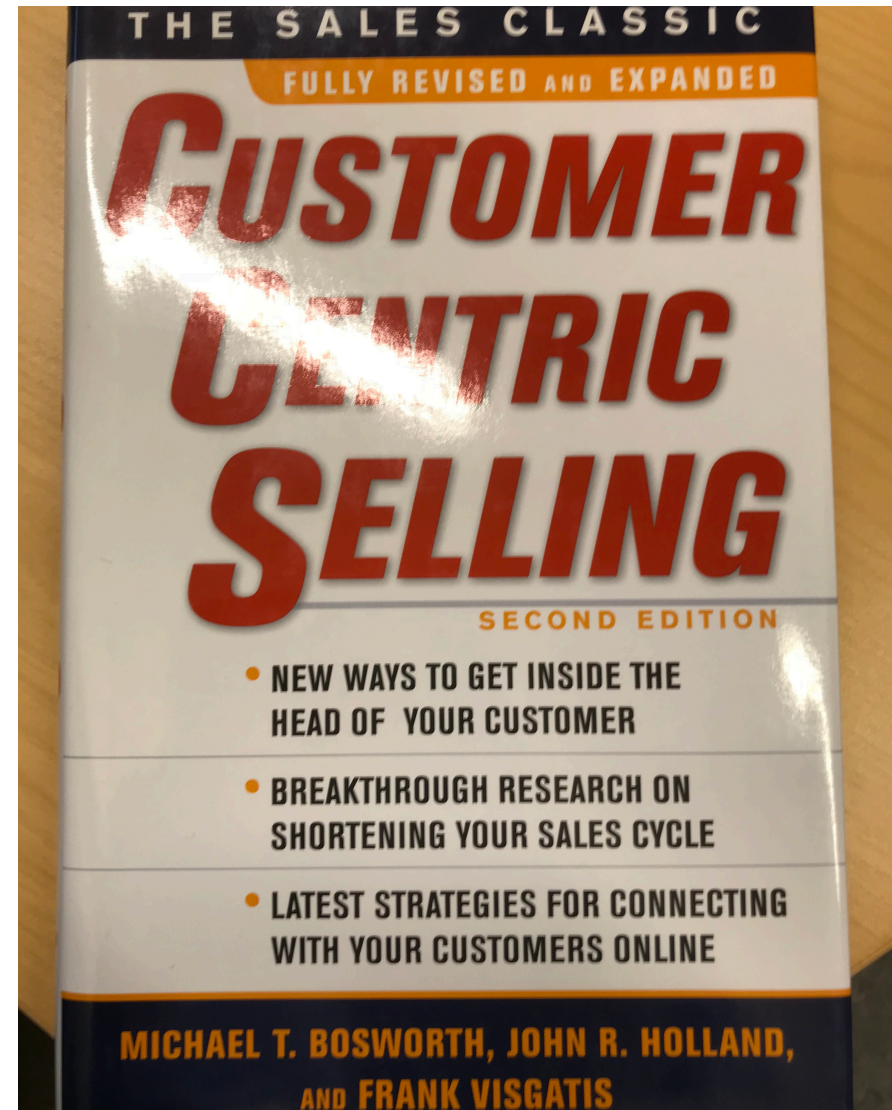
Rick Page

An easy to read book on how to manage a complex B2B sale.



“Customer Centric Selling”
Bosworth, Holland, Visgatis

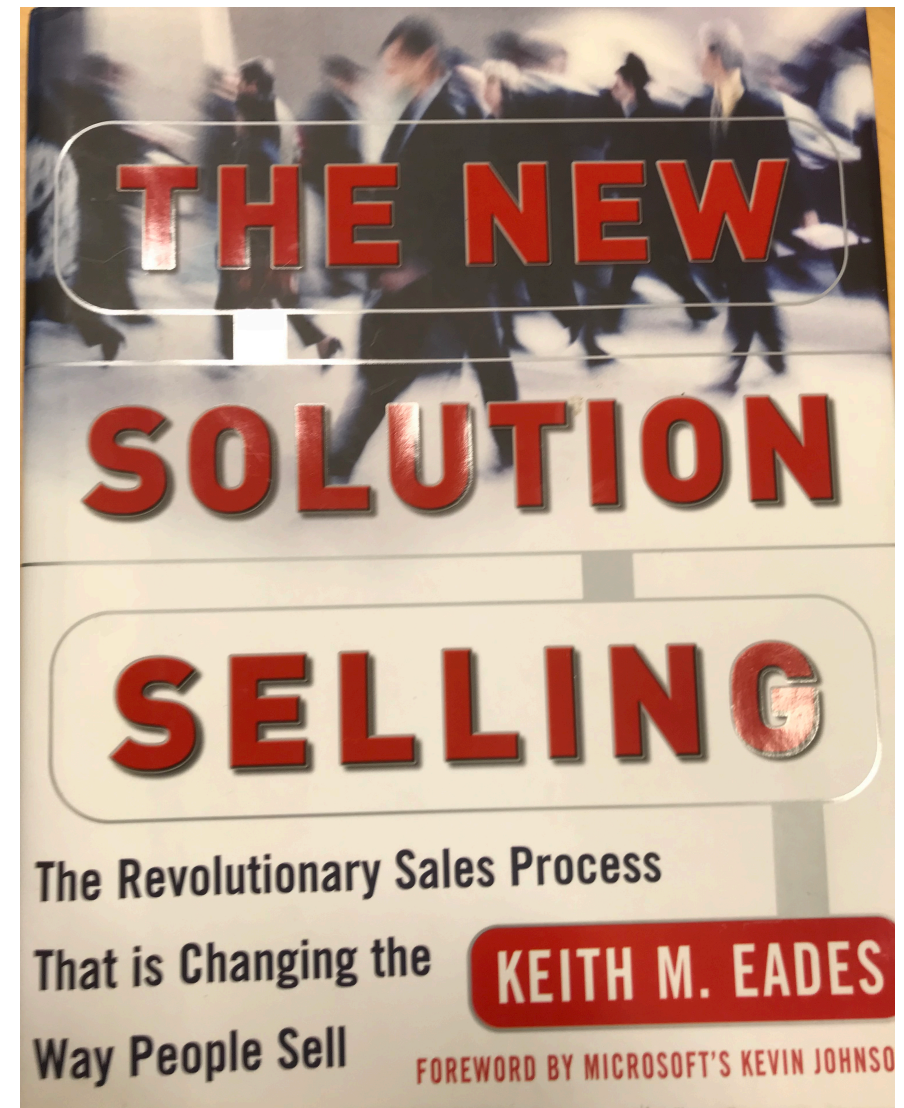
One of the popular international sales methodologies. The head author is the inventor of the very popular “Solution Selling”



“Solution Selling”

Eades

A very popular sales methodology, originally designed for IT project sales



“Strategic Selling”

Miller, Heiman

Another leading international sales methodology.
Has introduced an opportunity management
framework named “Blue sheet”

