

## The Spin Selling Fieldbook Practical Tools Methods Exercises And Resources Neil Rackham

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### Spin Selling Fieldbook - Neil Rackham

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prefer the SPIN Selling Fieldbook) or better still attend one of the sales courses they run. I'm very confident it will be worth your time and money. I should also mention that I have never been formally trained in the SPIN Selling model. I was in business to business selling for 23 years selling mainly big ticket items

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