



The Hard Cell

Andrew Wilson

The Hard Sell:

Hard Sell Colin Clark,2014-08-01 Market pitchers routinely transform a patch of bare ground into a sea of eager purchasers using little more than their gift of the gab and some homespun psychology to convince passers by to stop and buy their goods Employing some of the world s most successful selling techniques in one of the oldest and most difficult of all marketing situations their rhetoric and social skills have to equal that employed by the most accomplished salespersons politicians and professional persuaders Between 1984 and 1994 sociologists Clark and Pinch recorded over 75 pitching routines on street markets and other sales sites throughout the UK mainland Europe and the United States Using examples of pitchers attracting a crowd describing and demonstrating their goods building bargains cajoling the unconvinced to make a purchase and coping with problem customers the authors reveal for the very first time the reasons for these traders extraordinary success both on and away from the markets Comparing their findings with more orthodox sales situations direct response TV home shopping and infomercials as well as other forms of grass roots selling fly pitching the mock auction sales con street entertaining and urban hustling the authors highlight many important lessons that have relevance for everyone involved in all types of marketing advertising and persuasion In this revised updated and extended edition the authors also reveal why today pitching on markets appears to have become a dying art Original authoritative and highly readable The Hard Sell is an essential and often hilarious guide for anyone who wants to understand how real life selling really works

The Gentleman's Magazine ,1879 **The Everything Sales Book** Daniel Ramsey,2009-03-18

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Whispering the Secrets of Language: An Psychological Quest through **The Hard Cell**

In a digitally-driven earth where screens reign great and quick interaction drowns out the subtleties of language, the profound secrets and emotional subtleties concealed within phrases often get unheard. Yet, located within the pages of **The Hard Cell** a interesting literary value sporting with natural emotions, lies a fantastic quest waiting to be undertaken. Penned by a talented wordsmith, this wonderful opus attracts readers on an introspective journey, gently unraveling the veiled truths and profound influence resonating within the very material of every word. Within the psychological depths with this poignant evaluation, we shall embark upon a sincere exploration of the book is primary styles, dissect their fascinating writing type, and yield to the effective resonance it evokes strong within the recesses of readers hearts.

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