

# Conclusion

- Salesmanship = art + skill + psychology
- Essential for business success
- A good salesman doesn't sell products, he sells solutions.

# The Basics Of Successful Salesmanship A Self Teaching Programed

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**The Basics Of Successful Salesmanship A Self Teaching Programed:**

Popular Mechanics Magazine ,1919    **The Basics of Successful Salesmanship** Willard Mead Thompson,1968  
**Everybody's Magazine** ,1922    Normal Instructor and Teachers World ,1918    *Annual Convention Series* American  
Management Association,1926    *Scientific American* ,1896    *The Elks Magazine* ,1929    2100 Business Books, and  
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*Magazine* ,1931    *Selling Effectiveness* David M. Szymanski,1987    *The Business Education World* ,1952    *Railroad*  
*Magazine* ,1953    **Class and Industrial Marketing** ,1929    **Management and Administration** ,1922 Includes critical  
reviews    *Railroadman's Magazine* ,1953    NHFA's CompetitivEdge ,1988    *Rough Notes* Irving Williams,1915 A  
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**American Business Education** ,1959

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