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The Art of Selling Art Copenhagen Business School

THE ART OF SELLING ART WORKING PAPER FOR CREATIVE ENCOUNTERS, MARCH 2008

Nina Poulsen np.int@cbs.dk Presenting empirical material from the making of the exhibition This is Not Fiction at the

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2 The Art of Rainmaking Guy Kawasaki Managing Director Garage Technology Ventures

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1. Sun Tzu said: The art of war is of vital importance to the State. 2. It is a matter of life and death, a road either to safety or to ruin.

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Master the Art of Upselling: Proven techniques for adding value and growing sales 3. We help small businesses succeed. How to shift the upselling paradigm. Upselling is here to stay. As we have seen, upselling can be as simple as selling a product and adding services later. It can be having somebody buy what you sell, then 90 days down the road, offer them additional warranties or maintenance

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Momentum Investing - The fine art of buying high and selling low. Value Investing - The art of buying low and selling lower. P/E ratio - The percentage of investors wetting their pants as the Market keeps crashing.

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11 Ways to Master the Art of Selling dummies

By Tom Hopkins . Here, you have eleven choice bits of selling wisdom to return to as your career progresses. Use this list as your road map to mastering the art of selling, as your eleven easy steps to becoming a champion in all your future selling endeavors.

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