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The inner game of selling : mastering the hidden forces that determine your success. by Willingham, Ron, 1932- Publication date 2006. Topics Selling, Sales, Business & Economics, Business / Economics / Finance, Business/Economics, Skills, Business & Economics / Sales & Selling, Sales & Selling - General.

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separates people who sell on high levels from others who don't. It's our belief that learning sales skills in traditional two- or three-day seminars has little, if any, influence on selling success. In fact, much of what's taught to salespeople today can actually hinder or prevent them from selling well.

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