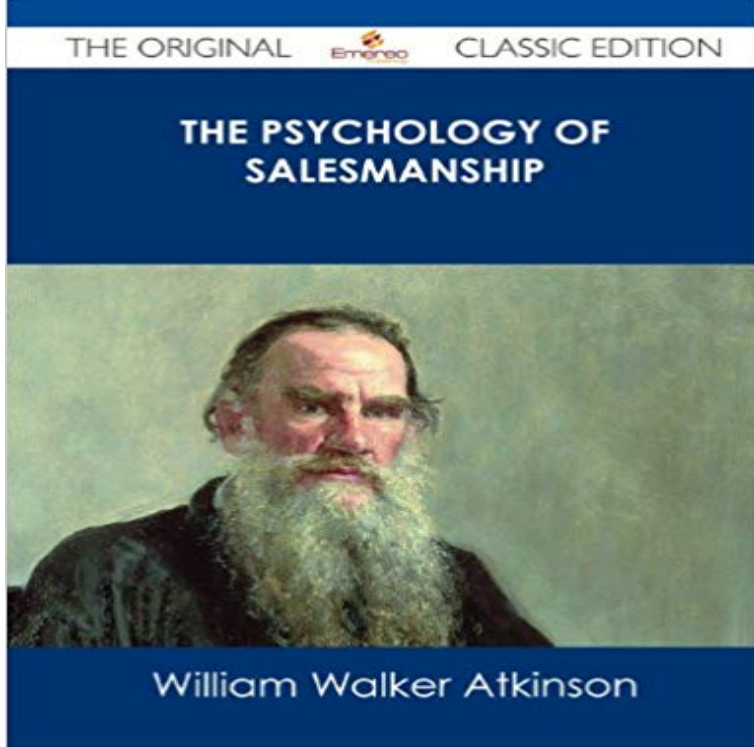


# The Psychology of Salesmanship - The Original Classic Edition



Finally available, a high quality book of the original classic edition of The Psychology of Salesmanship. It was previously published by other bona fide publishers, and is now, after many years, back in print.

This is a new and freshly published edition of this culturally important work by William Walker Atkinson, which is now, at last, again available to you. Get the PDF and EPUB NOW as well. Included in your purchase you have The Psychology of Salesmanship in EPUB AND PDF format to read on any tablet, eReader, desktop, laptop or smartphone simultaneous - Get it NOW. Enjoy this classic work today. These selected paragraphs distill the contents and give you a quick look inside The Psychology of Salesmanship: Look inside the book: According to his story, everyone had been trying to get the better of him ever since he started in business; his competitors resorted to unfair business methods; his landlord was endeavoring to drive him out by raising his rent; he could not get an honest clerk in his store; an old man had not an equal chance with a young man; he could not understand why people he had catered to so faithfully should be so ungrateful or so fickle as to give their patronage to every upstart who went into business in the same line as his; he supposed that he could work along, as he was doing, from morning till night without a holiday till he was driven to the poorhouse or died, and although he had been in the same stand for fifteen years there was not a single person he could call on if in need of a friend, Pg 20 etc. ...Fowler, the well known authority on Phrenology, is recommended to all Salesmen desirous of acquiring the faculty of understanding Human Nature: Scan closely all the actions of men, with a view to ascertain their motives and mainsprings of action; look with a sharp eye at man, woman, child, all you meet, as if you would read them through; note particularly

the expression of the eye, as if you would imbibe what it signifies; say to yourself: What faculty prompted this expression or that action; drink in the general looks, attitude, natural language, and manifestation of the man, and yield yourself to the impressions naturally made on you-that is, study human naturePg 46 both as a philosophy and as a sentiment, or as if being impressed thereby. About William Walker Atkinson, the Author: It is not known whether he ever acknowledged authorship of these pseudonymous works, but all of the supposedly independent authors whose writings are now credited to Atkinson were linked to one another by virtue of the fact that their works were released by a series of publishing houses with shared addresses and they also wrote for a series of magazines with a shared roster of authors. ...Randolph was known for embroidering the truth when it came to his own autobiography (he claimed that his mother Flora Randolph, an African American woman from Virginia, who died when he was eleven years old, had been a foreign princess) but he was actually telling the truth-or something very close to it, according to his biographer John Patrick Deveney-when he said that he had met the Maharajah in Europe and had learned from him the proper way to use both polished gemstones and Indian bhattah mirrors in divination.

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