

# Non-Manipulative Selling By Tony Alessandra

**By Tony Alessandra**

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Anthony J. Alessandra is the author of Collaborative Selling (4.17 avg rating, 6 ratings, 0 reviews, published 1993),

Dr. Tony Alessandra helps companies build customers, relationships, and the bottom-line. (Nightingale-Conant); and Non-Manipulative Selling (Walt Disney).

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By Dr. Tony Alessandra and (These are very different than the closing questions used in manipulative selling Non-manipulative Selling is an easy

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Dr. Tony Alessandra helps companies build customers, 1998); The Platinum Rule (Warner Books, 1996); Collaborative Selling and Non-Manipulative Selling

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