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If you're selling something, then your prospects are already figuring out reasons why they shouldn't buy it. These are called objections. Common objections include the following... The price is too high. Here the person may be able to afford the product or service, but he still thinks the price is high compared to the value you've demonstrated.

A Comprehensive Guide on the Psychology of ... - Richtopia

Check out the Psychology of Selling: <https://practicalpie.com/psychology-of-selling> This is video 5/8 of my sales series :)

The Psychology of Selling - YouTube

The Psychology of Selling (2004) will school you in the psychology of consumption. These blinks reveal the techniques

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