



The Science of Successful Salesmanship; A Series of Lessons Correlating the Basic Laws Which Govern the Sale of Goods for Profit Volume 11-20

By Arthur Frederick Sheldon

Theclassics.us, United States, 2013. Paperback. Book Condition: New. 246 x 189 mm. Language: English . Brand New Book ***** Print on Demand *****.This historic book may have numerous typos and missing text. Purchasers can usually download a free scanned copy of the original book (without typos) from the publisher. Not indexed. Not illustrated. 1906 edition. Excerpt: . A System of Education in Economics and Human Nature as Applied to the Business World SIDELIGHT: Education REVISED AND REWRITTEN The Science of Successful Salesmanship A SERIES OF LESSONS CORRELATING AND SYSTEMATIZING THE BASIC LAWS AND PRINCIPLES, WHICH CONSTITUTE . THE, SCIENCE GOVERNING THE DISTRIBUTION OF ARTICLES OF COMMERCE FOR PROFIT. SIDE-LIGHT-EDUCATION. SUPPLEMENT B BY ARTHUR FREDERICK SHELDON CHICAGO, U. S. A. 1904 (All Right* Reserved) aTKUR HRSBttRICK 9HKLU01 INTRODUCTORY. SIDE-LIGHT-EDUCATION. In our regular lessons we speak of true education as the bed rock upon which character and health rest. This SideLight on Education by Dr. L. J. Whitney will give a comprehensive view of education, and the means of acquiring self-education. It must be thoroughly understood that it is neither expected nor advised that everyone should attempt to master all the educational work outlined. The work of acquiring thorough self-education is not...



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