



## **Sales: Games and Activities for Trainers**

Gary Connor, John Woods



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Games and other classroom activities can make training more fun, memorable, and effective. Sales Games and Activities for Trainers is the most useful?and complete?collection of games, role-plays, activities, and other skill-building exercises ever collected for increasing the effectiveness of sales training. There are games and activities covering all aspects of selling, from making presentations to handling objections.

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