

Spin Selling Situation Problem Implication Need Payoffspin Songs Of Corruption 1 Spin Spin 1

tecniche di vendita - copernicocs - $\hat{\phi}$: situation questions $\hat{\phi}$: problem questions
 $\hat{\phi}$: implication questions $\hat{\phi}$: need-payoff questions per $\hat{\phi}$ situation
questions $\hat{\phi}$ • si intendono tutte quelle ...

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