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19th June 2019

Sellology Articles and Blog - Kennedy Ross Consulting

Alistaire Jama Alistaire Jama is the author of *Sellology: Simplifying The Science Of Selling*. He is also an industry leading sales training consultant at Kennedy Ross where he draws upon years of top level industry experience to help North West businesses improve their sales and revenues.

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We've designed the front cover and the name of the book which is *Sellology 'Simplifying the Science of Sales'*. We are now completing the final edit before we self publish and launch it to the business community, hopefully towards the end of May. The Kennedy Ross sales process is called P.R.O.C.E.S., which stands for Planning, ...

Simplifying the Science of Sales - Moore & Smalley

Sellology: Simplifying The Science of Sales Published on March 15, 2016
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Managing Director at Kennedy Ross Consulting Ltd.

Sellology: Simplifying The Science of Sales

More broadly, the practice of science is a way of thinking about knowledge. It means asking how we know things. It means coming up with new ideas and making careful observations that can refute or support them, so that we know even more. It means poking at the world to see what happens. It means describing your methods of inquiry in such a way that others can repeat them independently, and ...

The Urgency of Science | IBM Research

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