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century 1. Strong goal
clarity.. 2. High
achievement drive.. 3.
Healthy emotional
intelligence.. 4.

Excellent social skills..

Willingham explains
that salespeople sell
well according to the
extent that they

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personality...

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According to the author
of Integrity Selling for
the 21st Century,
which of the following
statements about
values is true? A) Our
values change
frequently throughout
life. B) Most people find
it easy to clarify their
values. C) A

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salesperson's values contribute more to sales success than do techniques.

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observed several hundred salespeople who were taught to use deceptive practices like 'bait and switch' and encouraged to play negotiation games with customers... In the same industry, I have observed countless people who had been taught to sell with high integrity.

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