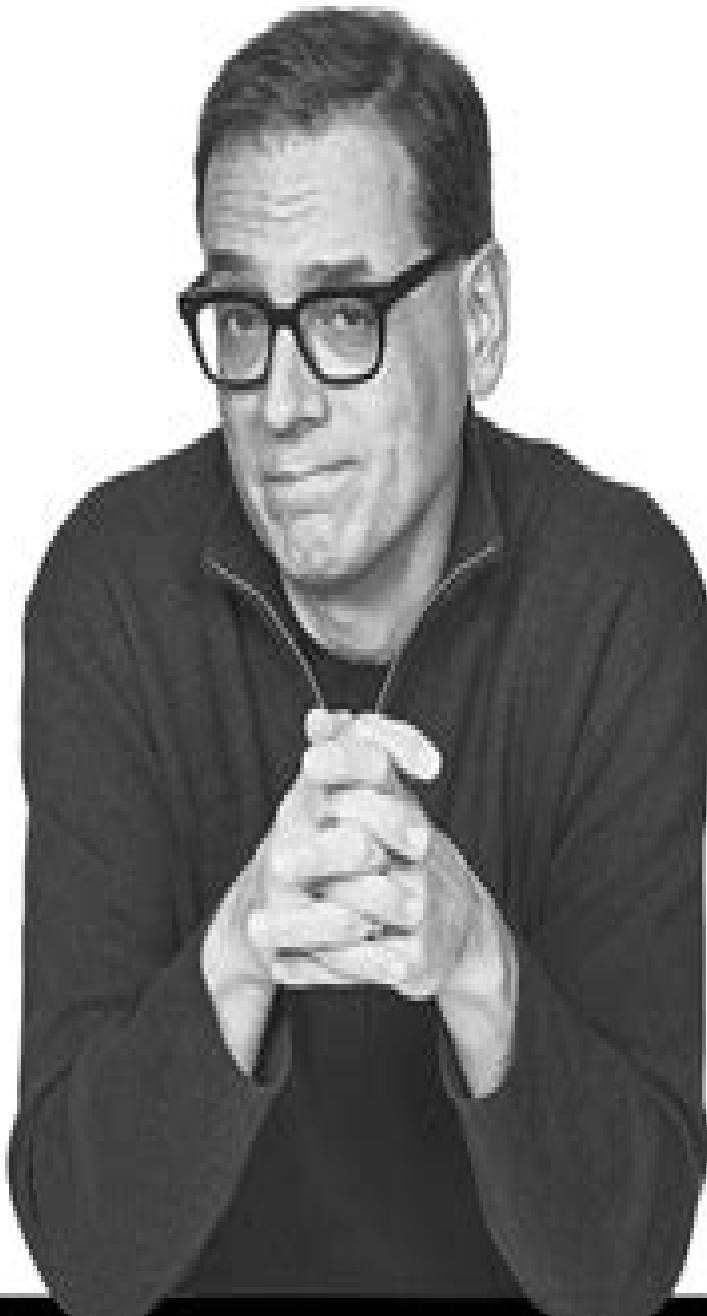


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AUTHOR OF **DRIVE** AND **A WHOLE NEW MIND**

DANIEL H. PINK

TO SELL IS HUMAN

THE SURPRISING TRUTH
ABOUT MOVING OTHERS



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SUMMARY - *To Sell Is Human: The Surprising Truth About Moving Others* By Daniel H. Pink Shortcut Edition, 2021-05-31 Our summary is short simple and pragmatic It allows you to have the essential ideas of a big book in less than 30 minutes By reading this summary you will change your mind about the world of modern sales No more clichés of the salesman at your door who insists on selling you everything but what you need Nowadays the salesman is your collaborator your ally even your friend At the same time you will realize that you yourself are a salesman who doesn't know himself Daniel Pink as an influential thinker in the business world dissects the practices of the gay salesman and provides everyone with the keys to success in order to as he says get others moving You will also discover that Knowing how to sell requires knowing your customer and knowing how to anticipate their needs The relationship between seller and buyer has been reversed with the arrival of the internet and social networks You can improve your own performance by following a few simple tips Pitcher improvise and tune are the key words of the modern salesman Selling suffers from prejudices It is seen as the territory of shady people scam artists who use fine words to try to get you to buy something that doesn't suit you at a high price However selling is not only about the material aspect Persuading someone to rally his own opinion is also selling himself And each of us does it every day more than we think we do To be successful in sales or in business without sales you must first

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Surprising Truth About What Motivates Us Forget everything you thought you knew about how to motivate people at work at school at home It's wrong As Daniel H Pink author of To Sell Is Human The Surprising Truth About Motivating Others explains in his paradigm shattering book Drive the secret to high performance and satisfaction in today's world is the deeply human need to direct our own lives to learn and create new things and to do better by ourselves and our world Drawing on four decades of scientific research on human motivation Pink exposes the mismatch between what science knows and what business does and how that affects every aspect of our lives He demonstrates that while the old fashioned carrot and stick approach worked successfully in the 20th century it's precisely the wrong way to motivate people for today's challenges In Drive he reveals the three elements of true motivation Autonomy the desire to direct our own lives Mastery the urge to get better and better at something that matters Purpose the yearning to do what we do in the service of something larger than ourselves Along the way he takes us to companies that are enlisting new approaches to motivation and introduces us to the scientists and entrepreneurs who are pointing a bold way forward Drive is bursting with big ideas the rare book that will change how you think and transform how you live Available in a variety of formats this summary is aimed for those who want to capture the gist of the book but don't have the current time to devour all 288 pages You get the main summary along with all of the benefits and lessons the actual book has to offer This is a summary that is not intended to be used without reference to the original book

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