



Carnegie Mellon University

Acting for a Customer Audience

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Professor of Entrepreneurship – 2015 – Mini 3



Nielsen
Catalina
SOLUTIONS



 Nielsen
BuzzMetrics



Commerce Signals



Carnegie Mellon University

Nothing of me is original.
I am the combined effort of
everybody I've ever known.

- Chuck Palahniuk, *Invisible Monsters*



Name: Adam Paulisick

What are you hoping to learn?

What are you hoping to practice?

What will selling get you (e.g. job, promotion)?

How much selling have you done?

What else?



We all know you are smart.
Lets avoid atrophy.

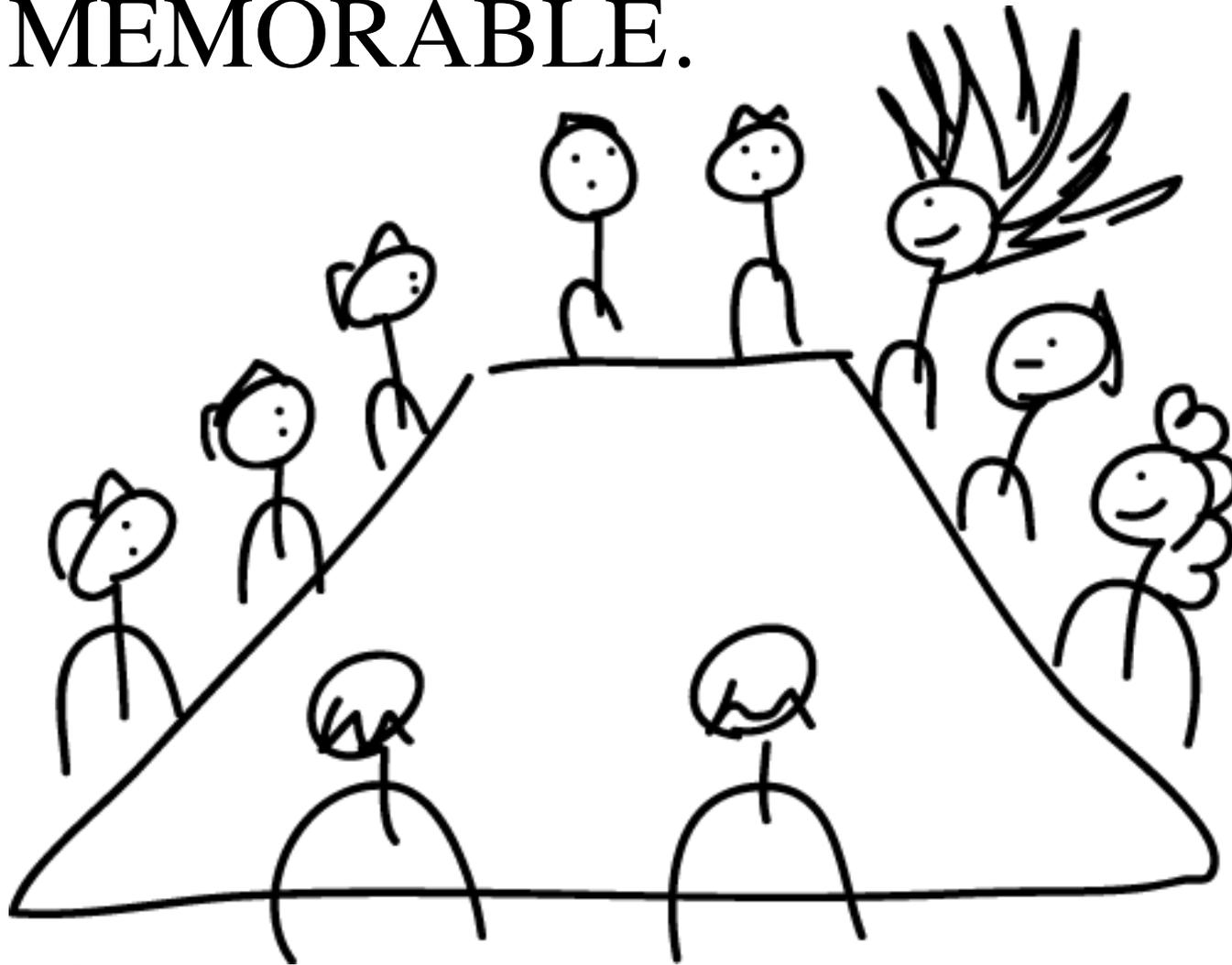




UP FRONT CONTRACT



BE MEMORABLE.



Find a friend...



What do you improvise?

- Cold Calls
- Email Communication
- Webinars (trust me)
- Meetings
- Conferences
- Demonstrations



Really? Yes.

**PARTY SURVIVAL
GUIDE FOR
INTROVERTS**



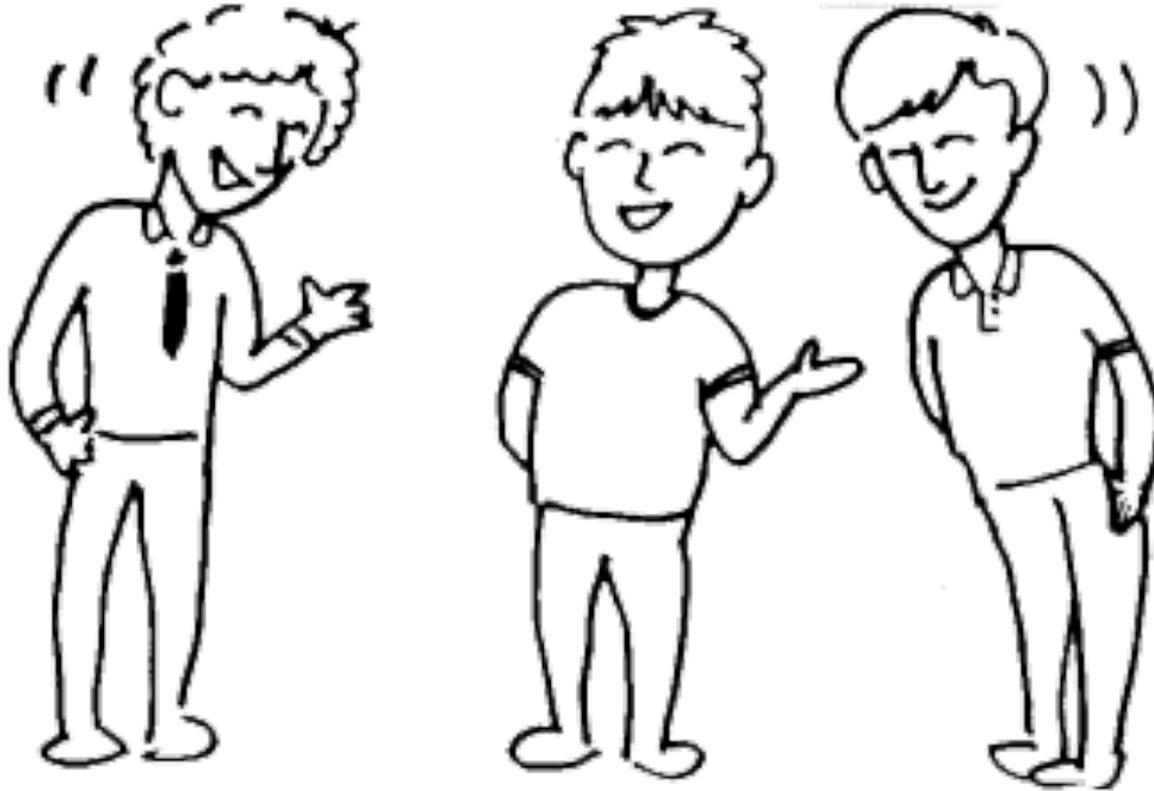




NEVER GIVE UP



Introducing Someone



Enter and Exit with Purpose



Building on each other...

The hungry queen

and king eat

carrot soup in

the castle .



Conversation Weave



TEAM TALK



USING ALL OF YOUR TIME



MIRROR, MIRROR





YES, AND



NO!





+



UnstuckPittsburgh.com



**THANK YOU
@PAULISICK**

