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You Can't Teach a Kid to Ride a Bike at a Seminar David H. Sandler summary Introduction David H. Sandler was a salesman who hated everything about the typical sales process. He hated making cold calls and giving presentations only to discover prospects did not have the money or authority to buy his products.

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He wrote You Can't Teach a Kid to Ride a Bike at a Seminar to explain the Sandler Selling System more than 40 years ago, and in this updated edition he continues to offer timeless sales training and coaching advice.

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If You Can't Manage Them, You Can't Teach Them, Kim Campbell with Kay Herting Wahl, Incentive Publications, pages 1-24, 2012. Teaching/Learning Anti-Racism: A Developmental Approach, Asa G. Hillard, III, Teachers College Press, 1234 Amsterdam Ave, New York, NY 10027, 1997. m .

### **If You Can't Manage Them, You Can't Teach Them!**

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It's information gathering. You can't teach people to be empathic, for example, and they will need this characteristic if they are to have any awareness of others' emotional states. In a nutshell, therefore, you can't line up some students in class and teach them a bunch of soft skills. And, if you try, they won't have learned it by the end of the process.

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