Headline in font Times New Roman 16

Forename Name in Times New Roman 10 cursive (your university)

**Abstract:** For your abstract you use font Times New Roman 9. The abstract is limited to 100 words. For your abstract you use font Times New Roman 9. The abstract is limited to 100 words. For your abstract you use font Times New Roman 9. The abstract is limited to 100 words. For your abstract you use font Times New Roman 9. The abstract is limited to 100 words. For your abstract you use font Times New Roman 9. The abstract is limited to 100 words.

# Headline 1 in font Times New Roman 12 bold

Text font is Times New Roman 10. Citation is according APA6 style. Text font is Times New Roman 10. Citation is according APA6 style. Text font is Times New Roman 10. Citation is according APA6 style. Text font is Times New Roman 10. Citation is according APA6 style. Blind text follows: “Top sellers do differently from others? Tricks with which she makes them like this? What successful makes them sell so "easy"? What are their most important "tools"?” (Schneckenleitner, 2010, p. 88). Expertise, sales techniques or even motivating them to free themselves from restrictions and limitations and to outwit their customers?

“No question: For top sales performance you have to master your craft, of course. Extensive product and market knowledge is a must.” (Bacher & Lee, 2018, p.177).

## Headline 2 in font Times New Roman 11

Blind text follows: For top sales performance you have to master your craft, of course. Extensive product and market knowledge is a must. Your knowledge is just on the mental and psychological strength of the salesperson.

### Headline 3 in font Times New Roman 10

Blind text follows: knowledge is a must. Your knowledge is just as important as communication, question, argumentation and closing techniques. But that as well

as extensive field analyses have shown: Special achievements in sales depend 70 to 75 percent on the mental and psychological strength of the salesperson. The 3 enumeration possibilities are listed here:

1. Enumerations with numbers
2. Enumerations with numbers or

* Enumerations with dashes

Blind text follows: What are their most important "tools"? Expertise, sales techniques or even motivating them achievements in sales depend 70 to 75 percent on the mental and psychological strength of the salesperson.

**Table 1:** Example of a table. Description in font Times New Roman 9.

| Column 1 | Column 2 | Column 3 | Column 4 | Column 5 (table head) |
| --- | --- | --- | --- | --- |
| This is a sample of **table text** | This is a sample of table text | This is a sample of table text | This is a sample of table text | This is a sample of table text |
| This is a sample of table text | This is a sample of table text | This is a sample of table text | This is a sample of table text | This is a sample of table text |

inner attitudes and convictions They perform from within. They believe the latest scientific research in themselves and their success. They are able to live a fulfilled



**Figure 1:** Figure Example. Description in font Times New Roman 9.

Blind text follows: For top sales performance you have to master your craft, of course. Extensive product and their success. They are able to live a fulfilled life in every situation because they realize their inner potentials. as well as extensive field analyses have shown: Special achievements in sales depend 70 to 75 percent on the mental and psychological strength of the salesperson.

References in Citation style APA6

1. Barnett, M. L., & Leih, S. (2016). Sorry to (not) burst your bubble: The influence of reputation rankings on perceptions of firms. *Business & Society*, 36, 1-17.
2. Böhn, A., & Seidler, A. (2014). *Mediengeschichte: Eine Einführung (2. edition)*. Tübingen: Narr Francke Attempto Verlag.
3. Buccoliero, L., Bellio, E., Mazzola, M., & Solinas, E. (2016). A marketing perspective to “delight” the “patient 2.0”: new and challenging expectations for the healthcare provider. *BMC Health Service Research 16*, 1-12.
4. Di, C., & Guangsheng, H. (2018). The displacement effect between competing social network services: Examining uses and-gratifications of WeChat and Weibo. *China Media Research, 14*(1), 87-99.
5. Eisenegger, M. (2015). Identität, Image und Reputation – Eine kommunikationssoziologische Begriffsarchitektur. In R. Fröhlich, P. Szyszka, & G. Bentele (eds.), *Handbuch der Public Relations. Wissenschaftliche Grundlagen und berufliches Handeln (3. edition)* (431-460). Wiesbaden: Springer Verlag.

About the author: Same style as abstract, Times new Roman 9. Maximum 80 words. Name with title, university, department, research focus and email-address.