

# The Best Sales Closing Techniques

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# Closing The

**G Psacharopoulos**



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although the c-cl bonds are rather polar the individual bond dipoles cancel one another in this symmetrical structure and does not have a net dipole moment

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 determine based on electronegativity and symmetry if the following molecules are polar or nonpolar  
 hcn h<sub>2</sub>c n<sub>2</sub> cf<sub>4</sub> c<sub>2</sub>f<sub>4</sub> co<sub>2</sub>  
 c<sub>2</sub>o<sub>2</sub> nf<sub>3</sub> n<sub>2</sub>f<sub>3</sub>

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 a) cl<sub>2</sub> b) clo<sub>2</sub> c) tecl<sub>2</sub> d) tecl<sub>4</sub> e) pcl<sub>3</sub> f) ph<sub>2</sub> g) xef<sub>2</sub>

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web the relative electronegativities of the bonded atoms is h < c < cl and so the bond moments all point toward the cl end of the

molecule and sum to yield a considerable dipole moment the molecules are relatively polar for molecules of high symmetry such as  $BF_3$  trigonal planar  $CH_4$  tetrahedral  $PF_5$  trigonal bipyramidal and  $SF_6$

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