



Workshops, Coachings und Assessments

+ SPECIALS

ANALYSIS

SALES

COMMUNICATION

LEADERSHIP

PERSONALITY



Deal Coaching

Navigate through Customer Systems successfully

Content

Navigating a complex key account is policy. The quality of the relationships decide over victory or defeat. Tenderings appear not to be influenced. At the same time, concrete projects are always subject to hidden influences. The price remains the only criterion.

For project teams:

1. Team analysis, 2. customer dynamics analysis, 3. strategy development, 4. strategy training, 5. strategy-practice-implementation (upon consulting with the Coach/ Advisor - Assistance with customers) 6. Result Debriefing

Advantages

- Successfully manage complex deals in different phases
- Retrieve „lost“ projects
- Form team into a strategic unit
- Increase personal implementation competence
- Solution transfer for further projects

Methods

Workshop, coaching, video analysis, project manuals

Duration

Depending on the project phase or sales cycle for up to 12 participants