



Workshops, Coachings und Assessments

+ SPECIALS

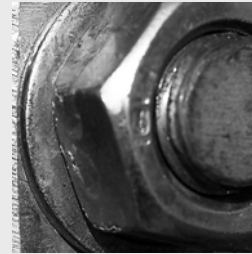
ANALYSIS

SALES

COMMUNICATION

LEADERSHIP

PERSONALITY



Sales Plus

Sales Strategies for Sales Experts

Content

Successful selling results from successful communication. Sellers always communicate with the entire system known as the "customer". The actual decisions for the seller are made invisibly behind the scenes.

Concrete and project-oriented:

1. Analysis of customer situation, 2. Development of target strategies, 3. Implementing target strategies in speech and behaviour, 4. Simulator training

Optional: Voucher

(Bonus for each 2-hour individual coaching)

Advantages

- Detect early decisive strategies
- Apply communication profiles
- Acquire new sales tools through team transfer
- Quickly identify customer-internal procedures
- Durable security of successes
- Strengthen personal charisma

Methods

Workshop *PLUS* coaching, video analysis, brochures

Duration

3 days (Block or individual days)
for 6-12 participants