



Workshops, Coachings und
Assessments

+ SPECIALS

ANALYSIS

SALES

COMMUNICATION

LEADERSHIP

PERSONALITY



VSI™

**Indicator for
Sales Optimisation**

Content

The Indicator for Sales Strategie Optimisation, VSI™, provides objective information on a person's the sales knowledge. In 54 different sales situations, the analysis assesses the strengths and weaknesses in sales and clarifies personal sales qualities equal to those of a top salesman.

The resulting report distinguishes the knowledge of strategy in the areas of acquisition, first impression, market analysis, presentation, authenticity, deals and general sales knowledge.

Advantages

- Valid competence assessment of each sales adviser or sales team
- Optimise marketing through target applications
- Individual sales competences
- Balance perception of own sales and others
- Guide as basis for personal PE measures

Methods

Online assessment, workshop, personal coaching

Duration

30 min. Online as well as individual or team advising (6-12 persons)