



Title

How to actively increase sales

Duration

2 Days

Objectives

You learn the success principles of active sales and practice the behavior patterns that make you succeed.

Content

- Sales myths and sales mania
- Ease own mental blockades for active sales
- Analyse systematically customer needs
- Consequent cost-benefit analysis
- Dealing with objections and price arguments
- Recognise buy signals
- How you assure transaction

Target Group

Persons that want to achieve their sales targets (easier).

Comments