

Ventas

# Winning With Relationships Selling

Presencial

Winning With Relationships Selling

## Lo que aprenderás

This program also helps you to develop active listening skills to identify opportunities and head off challenges Establish credibility and communicate your value ,how to use social media to expand your networking influence, Develop powerful questions to uncover customer needs, Create interest by describing an individual and customer-centric solution.

## Por qué lo deseas aprender

This new-age sales program applies successful relationship-selling approaches to tackle make-or-break sales issues that help you and your customers win.

## Cómo te ayudará

Dale Carnegie's Winning with Relationship Selling program creates goals for personal and professional success, Build a winning and confident attitude, Identify the best prospecting methods to fill your pipeline, Connect with your customers by applying relationship-building techniques, Sales professionals and organizations will understand the best path to success and to focus on the customer ,use relationship selling to create valued solutions for their clients.