

Habilidades Comerciales

Dale Carnegie Sales Training: Winning with Relationship Selling

On-line

This course prepares sales professionals to transition into the new world where collaboration, confidence and credibility are the common themes for connecting with customers to increase business. Program Format: 8 Session Seminar - 2 hour workshops.

Lo que aprenderás

This 8-session, Live Online seminar delivers practical tools to connect, collaborate, and create solutions unique to each buyer. You'll gain confirmation, and secure commitment at all points in the sales cycle. Along the way, you'll go through a transformative experience that will grow and sustain self-confidence along with belief in the value of your organization and your solutions.

Por qué lo deseas aprender

This series provides structure to help sales professionals at every level, from novices looking to start strong, to seasoned professionals who need to navigate changing sales and relationship dynamics. You'll learn to demonstrate your value proposition powerfully, shorten the buying cycle, and gain repeat business through trusting relationships.

Cómo te ayudará

In today's complex sales environment, gimmicks and tactics are obsolete: customers are just too savvy. By mastering a relationship-based selling approach, you can offer your customers value they can't find on the Internet: You! Position yourself for long-term partnerships that bring positive outcomes for all parties.