

Söluhæfni

Dale Carnegie Sales Training

Staðþjálfun

Winning with Relationship Selling

Það sem þú lærir

Learn How To: • Create goals for personal and professional success • Demonstrate a winning and confident attitude • Apply the best prospecting methods to fill your pipeline • Connect with your customers to build authentic relationships • Develop active listening skills to identify opportunities and head off challenges • Establish credibility and communicate your value • 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

Af hverju er það mikilvægt

If you are a sales person striving to move to the next level, Dale Carnegie's proven selling process with human relations skills grounded in timeless fundamentals from "How to Win Friends and Influence People" combined with the "new savvy" needed for the 21st Century—do not miss this incredible opportunity to change your life today.

Skrá mig á þetta námskeið

Dale Carnegie Sales Training is uniquely positioned to prepare sales professionals to make the transition into the new world where collaboration, confidence and credibility are the common themes for connecting with customers to increase business.