

Leadership Training

Breakfast Workshop: Do you have a Sales Culture?

In aula

Culture Eats Strategy for Breakfast! - Peter Drucker ** Come have breakfast with other sales leaders and attend the "Create a Sales Culture" seminar.

Che cosa imparerai

- How to create high standards that people want to live up to
- The elements of a sales process that creates deeper more lasting customer relationships
- Ways to move from metrics to inspiration
- The keys to create internal collaboration vs internal competition
- Coaching skills that improve performance without creating resentment

Perché vuoi impararlo

In che modo ti aiuterà