

Vendita

Why a Human Relations Approach to Selling?

In aula

Join us for this preview to learn more about Dale Carnegie's Sales Training philosophy and decide if Dale Carnegie Sales Training is right for you and your team.

Che cosa imparerai

We'll uncover why 'relationship' underscores the sales process and repeat business. We will also explore and discuss the difference between transactional and consultative selling.

Perché vuoi impararlo

We live in a world where collaboration, confidence and credibility are the way to connect with customers to increase business. It's important that we equip sales professionals with tools not only to succeed but to become a trusted business partner. • Learn an effective way to make a connection and build upon it • Discover the importance of intriguing your customer to buy...instead of being sold • Distinguish who and what you sell from the competition The sales preview is an inside look at a training experience and a great opportunity to learn more about the sales process along the way.

In che modo ti aiuterà

Learn more about practical, proven tools and best practices that will set you and your sales team apart from the competition.