

Vendas

# Winning With Relationship Selling: Free Preview

Presencial

Free Sales Course Preview Session

## O que aprenderá

You'll learn the basic principles of the Dale Carnegie Training Selling Process. Gain a clearer understanding of the importance of confidence and enthusiasm when building trust with your customers. And you'll learn Dale Carnegie's Questioning Model, a proven and pivotal method you can use in that very first meeting.

## Por que precisa disso

Successful sales professionals should always be searching for ways to improve their sales techniques, build their confidence and zeal, and close more deals. This session addresses each of these areas for improvement in a free session. Why would you NOT want to take advantage of that?

## Resultados que vai atingir

Applying a logical and established sales process helps sales people identify and achieve their goals. This course explores the fundamentals of sales all wrapped up in a neat, free package!