

销售

Driving Sales with Trust Based Relationships

现场课程

A Dale Carnegie Workshop

学习内容

Participants will: · Review the latest research that supports the benefits of trust based selling. · Assess the elements to building a sales culture that generates revenue and drives sales. · Experience a paradigm shift on how to deliver customer value that increases loyalty

学习原因

Set yourself apart from your competitors by understanding how creating REAL value leads to trust.

学习效果

Create a course of action that will help lead you and your sales team to better results by determining if the sales culture, mindset and approach needs to be changed within your organization.