

Value Dynamix Value Selling Training

Why Value Selling?

- ✓ Engaging in a compelling advisory relationship
- ✓ Solving the customer's known and unknown challenges
- ✓ Speaking the language of the decision makers
- ✓ Selling outcomes rather than features and function
- ✓ Increasing the value of what you offer
- ✓ Focusing the selling with improved closure rate



What Is Value Selling Training?

- ✓ Develops your business acumen foundation
- ✓ Increases your awareness and investigative techniques for aligning the customer's challenges to solutions
- ✓ Enhances your skills on quantifying the value of outcomes
- ✓ Advances your executive and business case presentation skills

How?



- ✓ Prerequisite resources
- ✓ Video and Web-meeting collaborations
- ✓ Value Dynamix Interactive Training Platform access
- ✓ Teamwork sessions
- ✓ Performance feedback

For more information – contact Value Dynamix