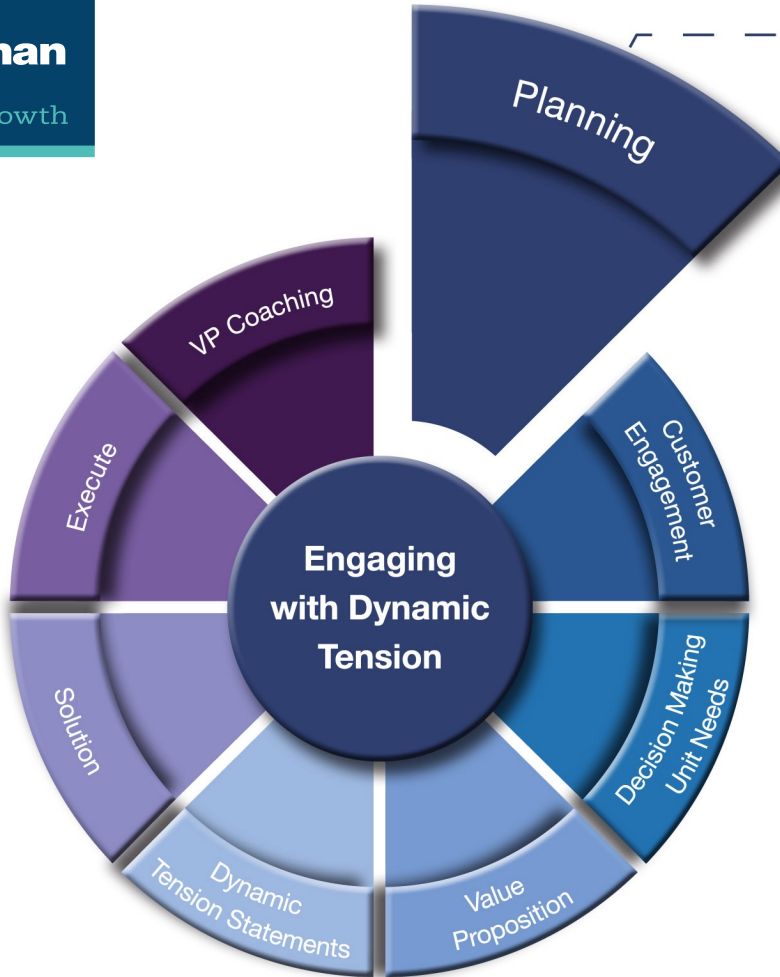


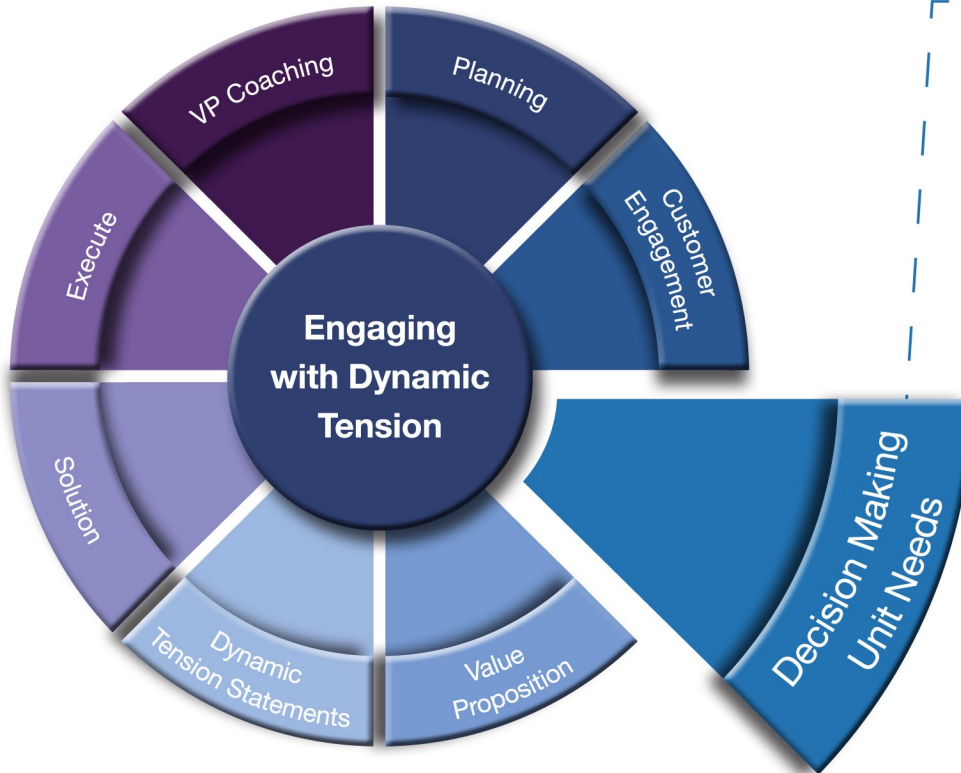
SAMPLE



Planning

- Territory management planning
- Aligning your area strategy with the overall business strategy
- Pipeline management planning
- Daily planning metrics
- Daily planning questions
- Planning time allocation
- Major account planning tools
- Core competencies
- On line tools completed for coaching and personal development
- Your personal development plan internal and external

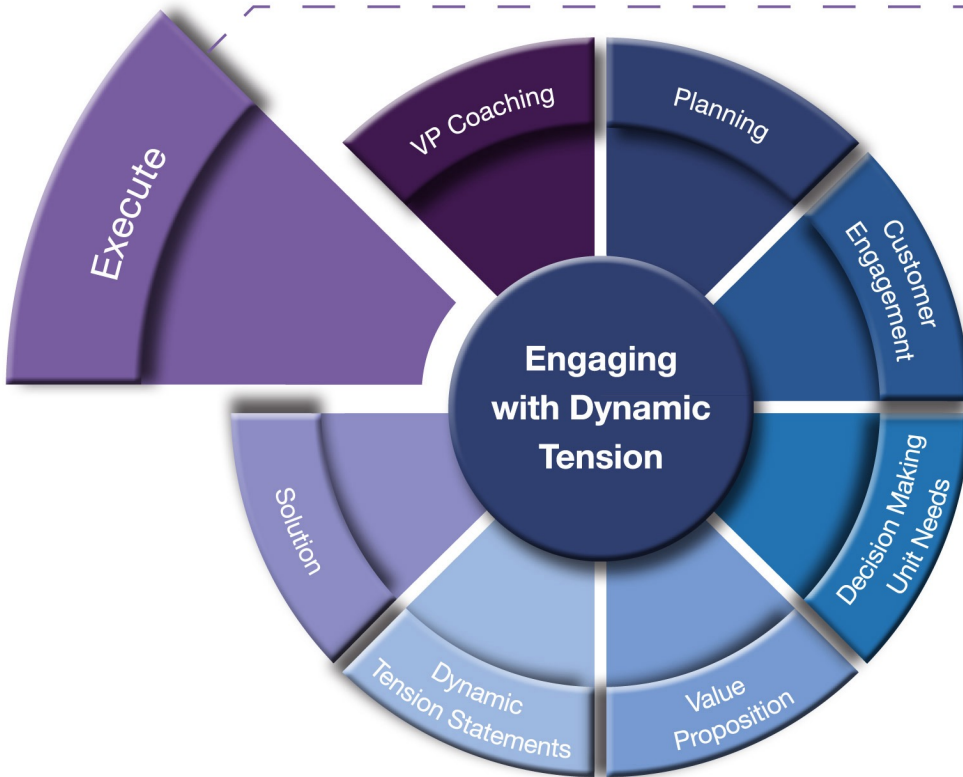
SAMPLE



Decision Making Unit Needs

- Discover how the Decision Making Unit works
- Managing the perfect meeting
- Developing questions to understand the decision makers challenges and needs
- Listening and communication skills
- Capturing information

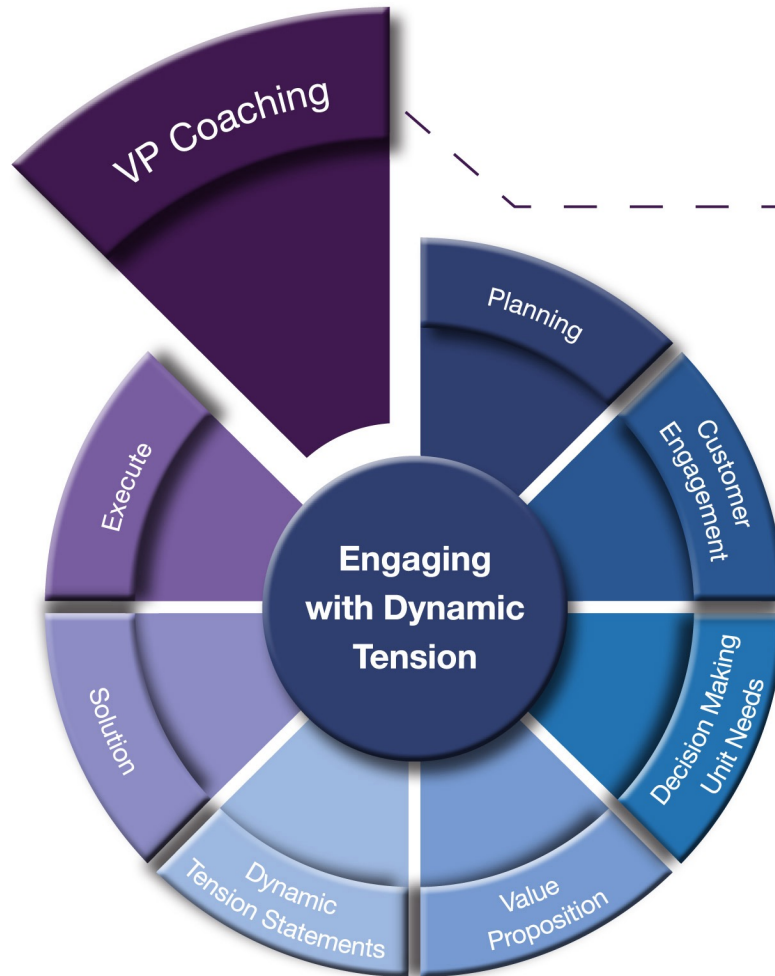
SAMPLE



Execute

- Supporting your customers with the numbers
- Different ROI models
- Business maths around CAPEX and OPEX
- When and when not to negotiate
- Negotiation model
- DM tactics

SAMPLE



VP Coaching

- Making the programme stick
- Building the team and your coaching model
- Team programme communications and integration into meetings and daily business life
- Coaching tools for your business

SAMPLE