

	1 INSIDE SALES	2 BUSINESS DEVELOPMENT	3 CHANNEL MANAGEMENT	4 ACCOUNT MANAGEMENT	5 VERTRIEBS-MANAGEMENT
Securing Strategic Appointments	✓				
PSS Professionell Verkaufen	✓				
Strategisches Verkaufen		✓	✓	✓	✓
Negotiate Success		✓	✓	✓	✓
Konzeptorientiertes Verkaufen		✓	✓	✓	✓
Executive Impact		✓	✓	✓	✓
Securing Strategic Appointments		✓	✓	✓	✓
Channel Partner Management			✓		
Large Account Management Process (LAMP)				✓	✓
Konzeptorientiertes Verkaufen Coaching					✓
Strategisches Verkaufen Coaching					✓
Strategisches Verkaufen Trichter-Management					✓
	<b>2.790 €</b>	<b>5.485 €</b>	<b>6.980 €</b>	<b>7.180 €</b>	<b>11.065 €</b>