

Microsoft Dynamics 365 Solution Selling Workshop

Contents:

- Sales Process Overview – Review of your company sales process
- Pipeline Concepts – Forecasting approach
- Qualification concepts – Profile Fit / BANT / Challenger*
- Power – Accessing different players in the sales cycle
- Building Value – Value based selling principles *
- Opportunity Planning – Identifying red flags and action plans *
- Measurement and KPI's – The key KPIs graphs and dashboards explained.

*Practical Exercises

Duration:

This one day course will run from 09:30 - 16:30.

Course Aims:

This course introduces the sales team to Solution Selling Concepts with particular reference to the organisations own sales process (already pre-configured in the CRM system).

The course is delivered off-line, before the users see their CRM system. The CRM Sales course then takes the solution selling skills and gives the delegates the practical skill in how to use the CRM system.

Solution Selling for Dynamics CRM:

CRM Dynamics Ltd have a pre-prepared solution selling template that can be added to the CRM system and then tuned to the customers' needs.

Course Delivery:

Classroom based training with presentations and team based practical exercises.

Course Fees:

The Solution Selling Process workshop is built around your specific sales process. For further information on pricing please contact us.

How to book:

Phone us on **01908 929555** or email tony@crm-dynamics.co.uk