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TEAM OUTPUT

team

Sales profile FULL

TARGET GROUP FOR TEAM OUTPUT

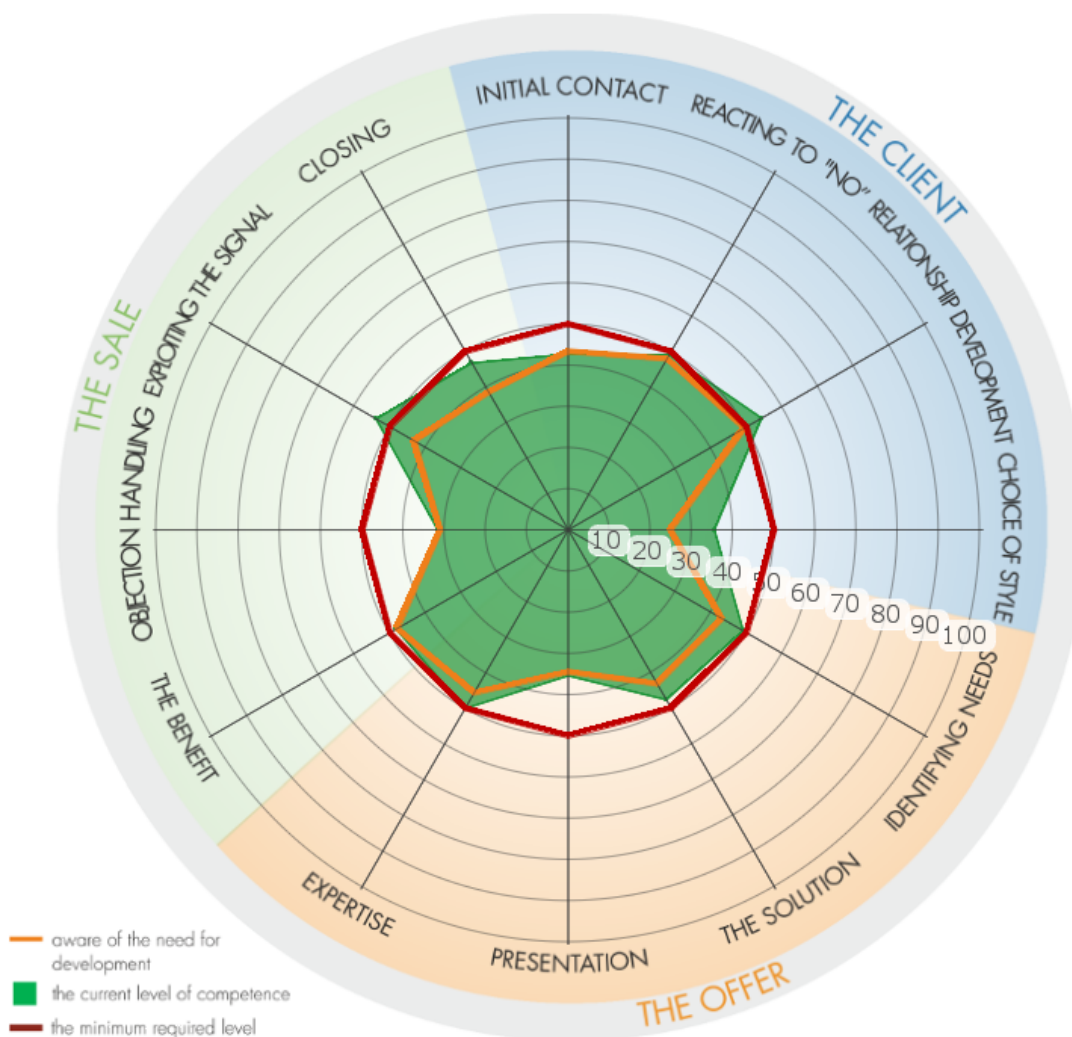
GROUP MEMBERS:

- bill.smith@example.com (Bill Smith)
- jeremy.johnson@example.com (Jeremy Johnson)
- john.doe@example.com (John Doe)
- mandy@example.com (Mandy Moon)

PEOPLE LABELLED AS MANAGERS:

- susan.black@example.com (Susan Black)

REPRESENTATION OF SALES COMPETENCES IN THE TEAM



COMPETENCE AREAS



PRIORITY AREAS FOR THE ACTION DEVELOPMENT PLAN

PRIORITY	DEVELOPMENT ACTIVITIES
1	<ul style="list-style-type: none"> training aimed at overcoming objections, at positive communication, and principles of work with objections
2	<ul style="list-style-type: none"> training aimed at basic presentation skills, with emphasis on the contents and structure of a presentation
3	<ul style="list-style-type: none"> training aimed at professional behaviour during an acquisition dialogue, basic client typology, and business etiquette

PROPORTION OF PREREQUISITES TO SKILLS WITHIN THE SALES CASE PROCESS

