

CONSULTATIVE SELLING SKILLS / PSS PLUS

2 DAYS

Introduction

Earn the Right

**Probe to Understand
Your Customer**

**Communicate Your
Solution**

**Close to Gain
Commitment**

**Business Discussion
Skills**

**Resolving Customer Resistance: PER
Process**

**Resolving Customer Resistance:
Apathy**

**Resolving Customer Resistance:
Misunderstanding**

**Resolving Customer Resistance:
Obstacles**