

DAY 1

Introduction to QUOTA Issue Selling

QUOTA B2C/B2B Key competencies of sales

Analyzing Market Dynamics

Strategic Planning Process

DAY 2

Q.I.S. Pyramid

Q.I.S. Orientation Exercise

Q.I.S. Note-Taking Part 1

Q.I.S. Note-Taking Part 2

Q.I.S. Note-Taking Part 3

Sales Call Agenda & Gathering Useful Information