

Huthwaite Open Courses At a Glance

01 SPIN® Selling 3-day course

SPIN® Selling is the definitive programme for consultative selling in a business-to-business environment. Over the past four decades, SPIN® has proven to be the most effective way to improve your sales success and deliver bottom-line results.

See pages 6-7

02 PITCH Selling 2-day course

PITCH Selling is the definitive course for winning new client business, on the telephone or face-to-face when interaction time is limited. After implementation, it has been shown to deliver a 100% month-on-month increase in new client acquisition, and a 20% increase in the sale of additional products.

See pages 8-9

03 Account Strategy For Major Sales 3-day course

Account Strategy For Major Sales will help you maximise major sales opportunities by focusing on the journey the customer makes in arriving at a major decision.

See pages 10-11

04 SPIN® Marketing

SPIN® Marketing draws on the principles of SPIN® Selling to enable you to produce marketing collateral that is not only more persuasive but is also more consistent with the sales activities of a SPIN®-trained salesforce.

See pages 12-13

05 VBA™ Negotiation 2-day course

Gain confidence through the use of VBA tools and skills to avoid concessions, reach win-win conclusions and sustain good relationships. If you regularly negotiate up-to six issues (either external or internal) and your negotiations are often painful (lose and/or tie) or, and you have the mandate to agree terms yourself, then this is the course for you.

See pages 14-15

06 VBA™ Complex Negotiation 3-day course

Often you will face more complicated negotiating challenges where the issues are multi-faceted and high risk. Hone your skills and gain insights into the most important factors in your negotiations. Avoid making simple concessions, conclude sustainable deals, surrender less margin, save money on a strategic purchase, and have a framework for future negotiation.

See pages 16-17

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Ivan Kusnitz



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