

Team Competence Summary / Prospecting



Team Competence Summary / Qualifying



Team Competence Summary / Building Rapport



Team Competence Summary / Following the Sales Process



Team Competence Summary / Goal Orientation



Team Competence Summary / Needing Approval



Team Competence Summary / Controlling the Sales Process



Team Competence Summary / Handling Objections



Team Competence Summary / Questioning Effectiveness



Team Competence Summary / Active Listening



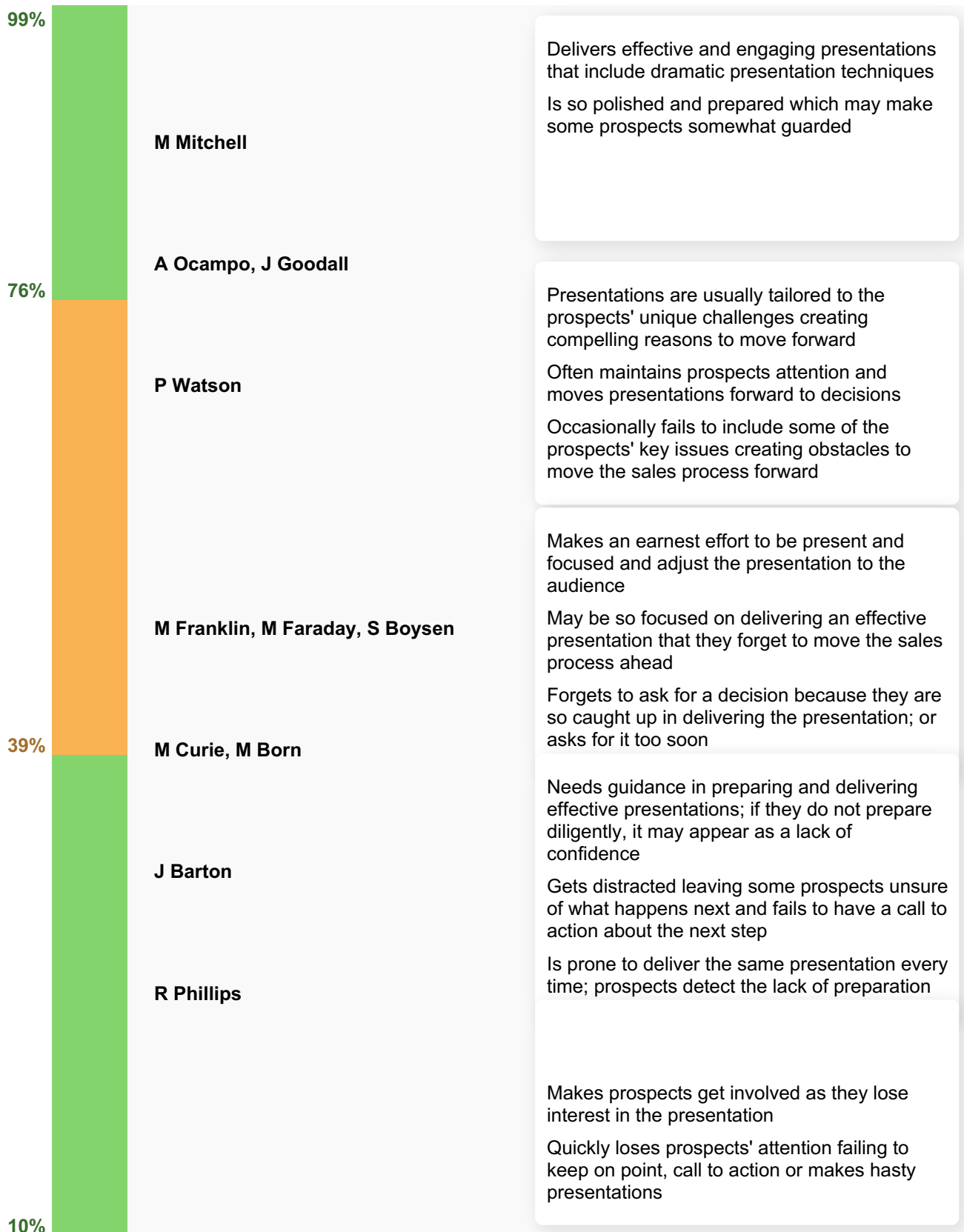
Team Competence Summary / Critical Thinking



Team Competence Summary / Ambition and Initiative



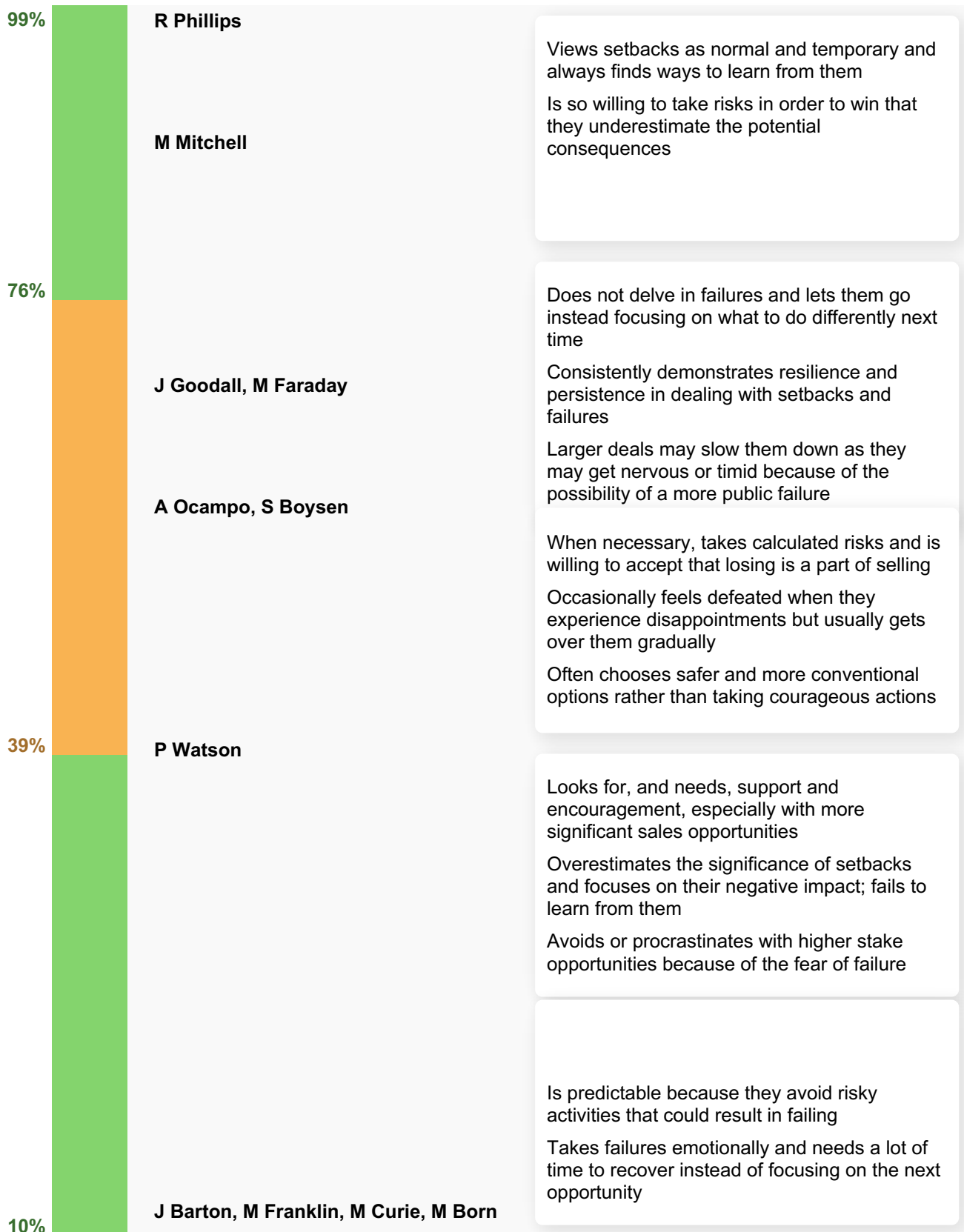
Team Competence Summary / Presenting



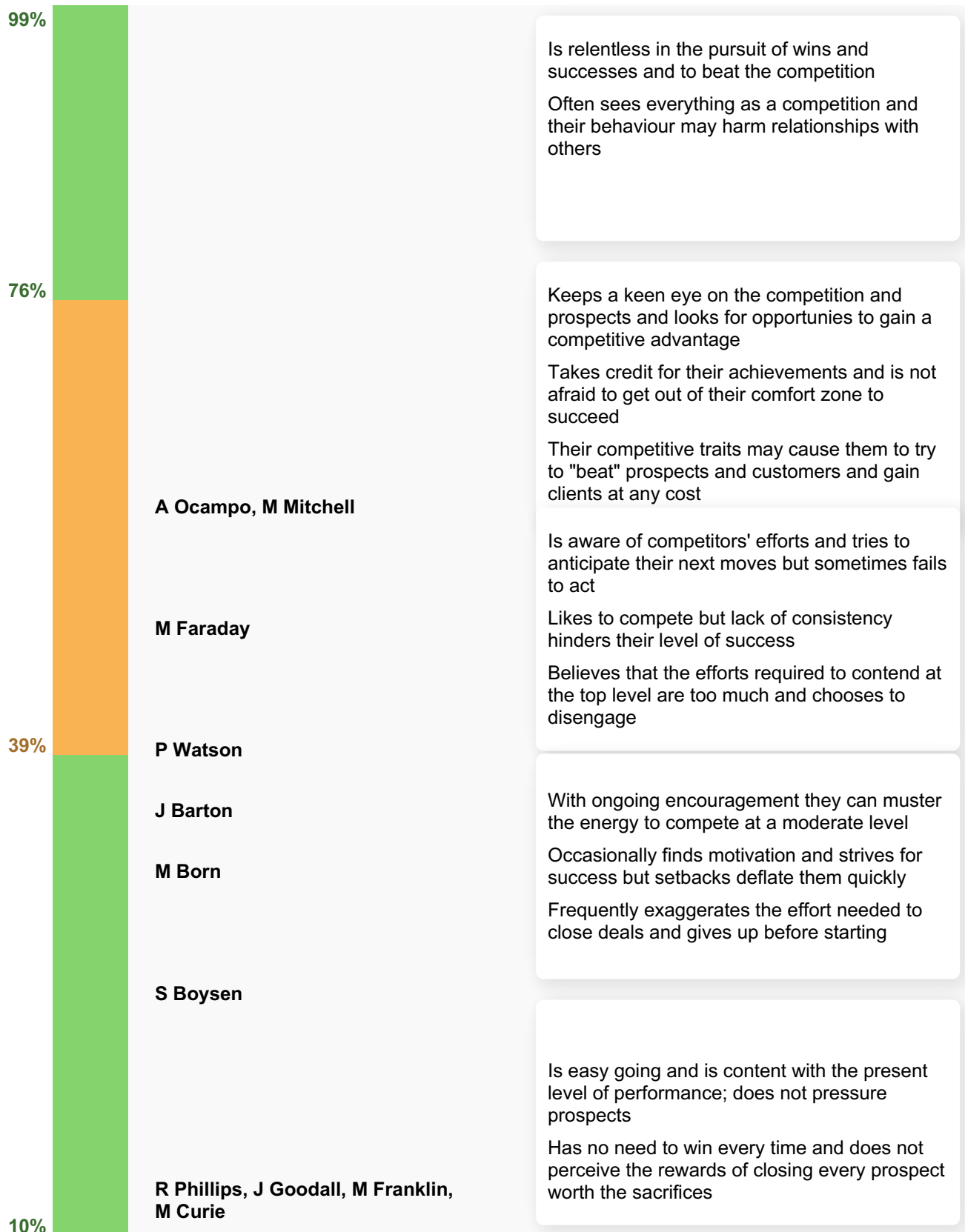
Team Competence Summary / Time Management



Team Competence Summary / Dealing with Failure



Team Competence Summary / Determined Competitiveness



Team Competence Summary / Money Concept



Team Competence Summary / Emotional Distance

