Atos Unify Academy

Unify Office Sales Professional - Module 7 - Qualifying a New Sales Opportunity

Course code UOSPM07SDV

Target Group   Atos Unify Partners and internal Sales and Ops teams.

Course language	Delivery type	Duration
English	WBT	20 min.

Course description

This web-based training module is designed to help you define qualification as the act of identifying a buyer who has interest and need of your service.

Qualification early in a sales cycle becomes very important because it can set the foundation for how the rest of the process will go. It establishes the process on how to move forward (timeline) by giving clues on what is important to a potential buyer (establish needs) as well as what we may need to educate them on.

Learning Target

Users will become familiar with the following topics:
- Identify a viable opportunity to sell a Unify Office solution
- Use 7 simple qualification areas to prepare for the discovery process
- Qualify the size, scale and timing of an opportunity
- Identify the right criteria early to avoid spending time trying to â convinceâ an out of target buyer

Prerequisites

Unify Office Sales Professional - Module 1-7

Contents

Properly qualifying prospects provides you with clues on what is important to the buyer to help close deals.

Qualifying helps you stay focused on key areas such as business drivers, company size, current system, needs, time frame, contracts, and decision makers.

Good qualification helps establish a process on how to move forward keeping it simple and focused.

Curricula

This course is part of following curricula

- [Unify Office Sales Professional](#)

Tests and Certificates

This course prepares following certification:

- [Unify Office Sales Professional](#)

Comments

Web Based Training:

- For participation and booking a myTraining-Account is required

System requirements:

- PC with sound card and stereo headset / speaker is required
- Screen resolution at least 1280*1024
- Windows 7 or higher
- Browser: Chrome, Firefox, Internet Explorer 9 or higher, Safari
- Javascript has to be activated

Further information:

Please contact us for further information or bookings:

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