

Atos Unify Academy

Unify Office Sales Professional - Module 8 - Conducting Effective Discovery

Course code UOSPM08SDV

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 what effective discovery is. How it gives us a 360-degree view of a potential deal. Gathering the right information will help us develop strategies that will guide the rest of our process. This module will provide pre-meeting discover strategies, as well as in-the-meeting discovery strategies.

Learning Target

Users will become familiar with the following topics:

- Describe the basic principles of conducting effective discovery in more detail
- Identify how to gain an advanced, 360-degree view of your customer's situation
- Run a smoother, more productive process by anticipating certain buyer issues.

Prerequisites

Unify Office Sales Professional - Module 1-8

Contents

Run a smoother, more productive process by anticipating certain buyer issues.

Getting good information will help us stay out in front of objections and deal preventers.

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:

Email academy.exc@atos.net

Website <http://www.unify.com/academy>