

Communicate with any client to establish a successful sales relationship

Improving Client Relationships and Sales Results with DISC

ONLINE | SELF PACED COURSE



*Different people, different behaviors, same challenge:
How do you turn this into a productive sales relationship?*

Improving Client Relationships and Sales Results with DISC™ is the perfect complement to both Inscape Publishing's idXready™: Fundamentals for Sales Effectiveness or their idXready™: DISC Relationship Selling. Use this interactive and entertaining course as a pre-work assignment to provide a solid foundation of DISC behavioral style knowledge, spend valuable class time applying DISC in selling situations and then after the class as a review and reinforcement tool for a full year.

CONTACT US FOR MORE INFORMATION:

THE SUCCESS CONNECTION
TheSuccessConnection.org
800 266 7713
Success@TheSuccessConnection.org

LESSONS

- 1) How To Use This Course
- 2) Introduction
- 3) Different Behavioral Styles
- 4) The Four Behavioral Styles
- 5) Recognizing Behavioral Styles
- 6) Behavioral Styles and Listening
- 7) Improve Your Performance
- 8) Reading and Reacting to People
- 9) Determining Behavioral Style
- 10) Practical Applications
- 11) Knowledge Assessment

