

Challenger Sale

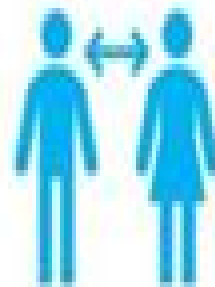
5 types de vendeurs: celui qui se détache est le challenger qui déconstruit les opinions du client et n'a pas peur d'utiliser la confrontation à son avantage.



Travailleur



Loup solitaire



Relationnel



Solutionneur
de problème



Challenger
agressif

Challenger Sale Implementation Manual

R Pring



Challenger Sale Implementation Manual:

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