

The most common changes/situations that our customers repeatedly buy for themselves and their teams

Name	Date								
1	improve the terms of contracts negotiated with customers	1	2	3	4	5	6	7	?
2	keep key customers, get more business and profit from them	1	2	3	4	5	6	7	?
3	increase mental strength of the Manager and the traders, working with stress	1	2	3	4	5	6	7	?
4	learn how to resist pressure from customers during negotiations	1	2	3	4	5	6	7	?
5	improve acquisition - supply of new customers	1	2	3	4	5	6	7	?
6	keep existing customers	1	2	3	4	5	6	7	?
7	improve performance management and motivation of people	1	2	3	4	5	6	7	?
8	initial training of new traders	1	2	3	4	5	6	7	?
9	initial training of new managers	1	2	3	4	5	6	7	?
10	be able to set the rhythm and organization of work in the department - closing, working model	1	2	3	4	5	6	7	?
11	improve team collaboration, synergy among the people to avoid confrontations	1	2	3	4	5	6	7	?
12	improve feedback	1	2	3	4	5	6	7	?
13	improve internal communication with other departments	1	2	3	4	5	6	7	?
14	get a new segment of customers	1	2	3	4	5	6	7	?
15	increase sales performance across the Organization	1	2	3	4	5	6	7	?
16	increase the volume of sales or profit - for the team or individuals	1	2	3	4	5	6	7	?
17	introduce a new way of selling	1	2	3	4	5	6	7	?
18	launch a new product	1	2	3	4	5	6	7	?
19	introduce changes into practice	1	2	3	4	5	6	7	?
20	experience new procedures and behavior	1	2	3	4	5	6	7	?
21	standardize sales and managerial skills at the same level for all people	1	2	3	4	5	6	7	?
22	implement decisions of the management/headquarters into daily work life	1	2	3	4	5	6	7	?
23	respond to changes in customers	1	2	3	4	5	6	7	?
24	sell a more expensive/profitable product	1	2	3	4	5	6	7	?
25	respond to changes and resistance/pressure of people	1	2	3	4	5	6	7	?
26	capitalize existing customers - cross selling	1	2	3	4	5	6	7	?
27	motivation of experienced people	1	2	3	4	5	6	7	?
28	learn to manage relationships with customers	1	2	3	4	5	6	7	?
29	be able to set priorities	1	2	3	4	5	6	7	?
30	be able to efficiently assign tasks and check them	1	2	3	4	5	6	7	?
31		1	2	3	4	5	6	7	?
32		1	2	3	4	5	6	7	?
33		1	2	3	4	5	6	7	?

* Scale of 1-7 (1-takes the least energy, 7-takes the most energy), use "X" to indicate areas that you will have the most trouble with or against which your team will put a relatively high resistance in the near future.