

CREATE OPPORTUNITIES

Strategizing | Targeting | Prospecting | Scoping | Qualifying

Conceptual Selling™

Optimizing every interaction with customers.

Executive Impact™

Persuasion strategy for securing executive approval.

Securing Strategic Appointments™

Research and plan to successfully secure time with key contacts.

Advanced Concepts™ for Conceptual Selling™

Advanced applications that will expand the expertise and effectiveness of the sales professional to develop customer focused interactions.

MANAGE OPPORTUNITIES

Resourcing | Pursuing | Discovering | Selling
Influencing | Negotiating | Closing | Delivering

Strategic Selling™

Comprehensive strategy for winning complex sales.

Strategic Selling™ Government

Comprehensive strategy for winning government business.

Negotiate Success™

Win-win sales negotiations that strengthen customer relationships.

Advanced Concepts™ for Strategic Selling™

Advanced applications that will expand the expertise and effectiveness of the sales professional to win complex sales.

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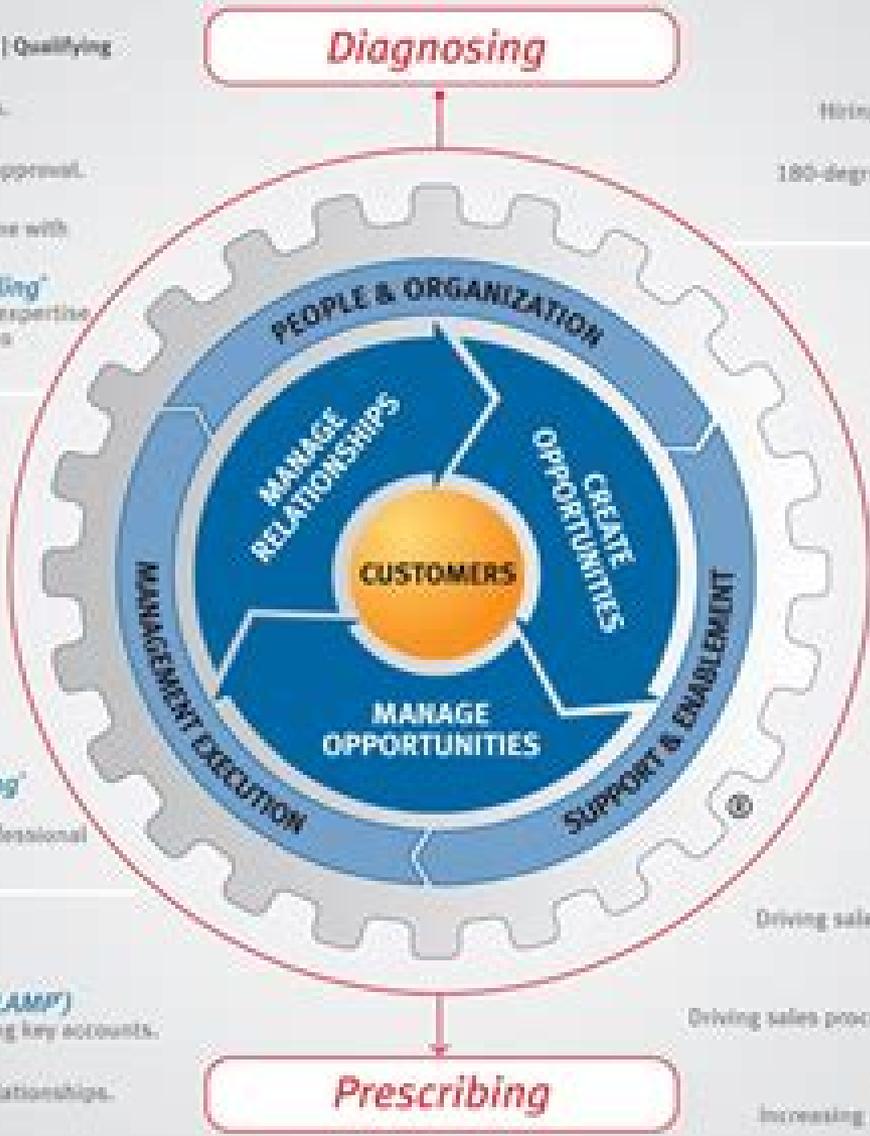
Servicing | Partnering | Planning

Large Account Management Process™ (LAMP)

Strategic planning for protecting and growing key accounts.

Channel Partner Management™

Strategic planning for optimizing partner relationships.



PEOPLE & ORGANIZATION

Staffing | Assessing | Planning | Developing

Predictive Sales Performance™

Hiring solutions to build outstanding sales teams.

Sales Excellence Assessment™

180-degree sales skill coaching and development tool.

SUPPORT & ENABLEMENT

Enabling | Reinforcing | Aligning | Operating

Sales Access Manager™

Sales process integration with relationship management (CRM) systems.

Web Reinforcement

eLearning modules to reinforce Miller Heiman processes and support adoption throughout the selling organization.

MANAGEMENT EXECUTION

Leading | Managing | Engaging
Adopting | Evaluating

Funnel ScoreCard™

A consistent, accurate opportunity evaluation and loss review process.

Strategic Selling™ Coaching

Driving sales process adoption and coaching to increase success in critical sales opportunities.

Conceptual Selling™ Coaching

Driving sales process adoption and coaching to increase use of effective communication behaviors.

Strategic Selling™ Funnel Management

Increasing accuracy and improving funnel management.

Miller Heiman Training Manual

Jin-Ying Zhang



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