Analyzing sales situation

Market	Sales management (targets & rewards)
	Knowledge & competences
Customer helperier	
Customer behavior	
	Calaa araasaa
	Sales process
Value proposition	
value proposition	
	Sales Organization
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Analyzing sales situation - Internal

Sales management (targets & rewards)
Knowledge & competences
Sales process
Sales Organization

Analyzing sales situation - External

Market	
Customer behavior	
Value proposition	