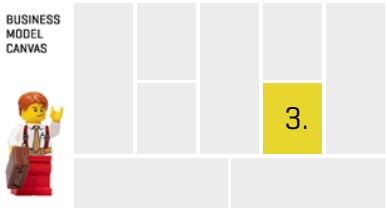




Tool: Sale implementation and management

Outcome: You learn to find and monitor the most suitable channels for your products and services.



Customer group	Products / Services	Sales target	Sales channel	Support sales channels	Sales channels management [monitoring]
1					
2					
3					
4					
5					
6					



Tip: Understanding customers' needs and wants is essential to manage sales.

