3D Creating Client Value Training

Duration: **3 Day**

BILGINC IT Academy
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Overview

Modern sales success is no longer only about presenting products or services. Today's sales professionals must understand customer goals, build trust, create value, and guide buyers through complex decision-making processes.

3D Creating Client Value training is a comprehensive opportunity management and consultative selling program designed to improve strategic sales performance.

The program helps participants:

- Understand customer needs more effectively
- Identify sales opportunities faster
- Build trust and influence
- Improve customer conversations
- Guide buyers throughout the purchasing journey

The methodology is especially effective for consultative and complex sales environments.

The 3D Creating Client Value Approach

The 3DCCV framework focuses on creating meaningful value throughout the customer buying journey.

The model is built around three core principles:

- Insight
- Influence
- Trust

This approach enables sales professionals to move beyond traditional selling and become trusted business advisors.

The program is based on more than 20 years of sales research, behavioral science, and field experience.

3D Creating Client Value training is a modern consultative selling program designed to help organizations build stronger customer relationships and improve strategic sales performance.

With this approach, businesses can:

- Optimize sales processes
- Increase conversion rates
- Build stronger customer trust
- Create larger sales opportunities
- Drive long-term business growth

In highly competitive markets, strategic sales capabilities provide a major advantage for modern organizations.

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Who Should Attend

This program is ideal for:

- Sales professionals
- Account managers
- Sales leaders
- Business development teams
- Technical sales professionals
- Customer success teams
- Marketing professionals

It is particularly valuable for organizations involved in consultative or enterprise-level selling.

What You Will Learn

3D Creating Client Value training helps organizations improve sales performance and customer engagement.

Key Benefits

- Stronger sales pipeline
- Higher conversion rates
- Increased deal sizes
- Better win rates against competitors
- Shorter sales cycles
- Improved upselling and cross-selling opportunities

It also supports long-term customer relationship growth.

Core Topics Included

- Sales psychology
- Customer buying behavior
- Trust-building strategies
- Opportunity management
- Needs analysis
- Value proposition development
- Sales presentation strategies
- Stakeholder management
- Risk mitigation
- Influence and persuasion techniques

Outline

1. Understanding the Buying Process

Successful selling starts with understanding how customers make decisions.

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This section includes:

- Buying behavior
- Customer decision-making
- Business objectives
- Purchase barriers

2. Building Trust and Influence

Trust plays a critical role in modern sales environments.

Participants learn how to:

- Build stronger relationships
- Communicate effectively
- Use behavioral selling techniques
- Improve persuasion skills

3. Identifying Sales Opportunities

The program teaches sales teams how to uncover customer needs and create new opportunities.

Topics include:

- Needs analysis
- Goal identification
- Problem discovery
- Solution alignment

4. Building Sales Momentum

High-performing sales teams know how to create urgency and motivate action.

This module focuses on:

- Creating urgency
- Managing loss aversion
- Increasing buyer motivation
- Behavioral sales psychology

5. Delivering Customer Value

The training emphasizes value-based selling and business impact.

Participants improve their ability to:

- Build value propositions
- Quantify business impact
- Present strategic solutions
- Demonstrate measurable outcomes

Stakeholder and Decision-Maker Management

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Managing stakeholders is essential in complex B2B sales.

This section covers:

- Stakeholder mapping
- Decision-maker analysis
- Internal advocacy
- Risk and objection management