



ЧЕК-ЛИСТ ОЦЕНКИ КАЧЕСТВА ТЕЛЕФОННЫХ ПЕРЕГОВОРОВ

1. Установление контакта
2. Этика телефонных переговоров
3. Деловая этика
4. Слышит ли менеджер клиента
5. Навык активного слушания
6. Работа с потребностями клиента
7. Знание и использование сильных сторон компании, их презентация клиенту
8. Работа с возражениями
9. Работа по достижению договоренности о встрече с клиентом
10. Знание подробностей о рынке

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