



# THETIS-AKADEMIE

MINDS (TH)AT WORK

## HAPPY COMPANIES – BLOOMING COUNTRIES

FINALLY A COMPANY WITHOUT ANNOYING AND EXPENSIVE SALES

AVAILABLE AS TALK / KEYNOTE OR MODERATED DISCUSSION



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## FOOD FOR YOUR INHOUSE-EVENTS AND FAIRS

## Before we start...

In all our lectures, key-notes, input speeches and presentations we critically analyse currently discussed issues or at least issues that should be discussed from the world of companies, managers and organizations. And we use the latest data from reliable researches and official statistics as an important basis.

- We critically, yet with humour, address those issues and methods of access which turn change processes, current customs and myths in companies into life-threatening disasters or excellent stories of success.
- In our presentations we show and develop possible ways out of a deadlock.
- We always prefer a strength-oriented approach for everyone.
- Our tool box comprises new meeting and communications technologies which take into account the changed requirements concerning top-class and effective joint communicationS.

## HAPPY COMPANIES – BLOOMING COUNTRIES

### FINALLY A COMPANY WITHOUT ANNOYING AND EXPENSIVE SALES

In almost all companies there are managers and employees who are responsible for sales. The question is: Does a company today still need its expensive sales unit? What is the added value, which the sales unit creates for the pure product or for the pure service? Does this added value even exist at all in all industries, for all companies? How much of personal contact is needed today, in order to achieve a purchasing decision where 'the price alone determines' anyway and where 'being stingy is cool'? Is sales perhaps an anachronistic business unit in the company, which should have been abolished a long time ago?

Join us on a critical-amusing journey through the sales world of German and international companies. Experience some unknown and some well-known views of Customer Service, Field Sales Force, Key Account- and Global Account Management. You will find it refreshing!

#### ■ Available in these formats...

- ½ - hour lecture.
- 1 - hour lecture.
- 2 ½ hours lecture and mini-workshop.
- 1 ½ hours moderated discussion.

We are looking forward to welcoming you. Your Thetis-Team leading and navigating the new