

Various types of value-added selling strategies

This slide covers major categories of value-added selling strategies such as product, service, process, relationship, experience, knowledge, etc. It also includes details such as type, description, suitability, and benefits for customer and seller.



What is Value-added Selling?

Sales strategy that focuses on identifying and meeting the unique needs and requirements of a customer instead of simply selling a product or service

Type	Description	Best Fit	Benefit for Customer	Benefit for Seller
Product value-added selling	<ul style="list-style-type: none"> Enhancing features or capabilities of a product to provide additional value Add text here 	Physical products or services with room for improvement.	Improved functionality and increased value.	<ul style="list-style-type: none"> Increased sales Build customer loyalty
Service value-added selling	<ul style="list-style-type: none"> Providing additional services that complement the product or service being sold Add text here 	Services that can be enhanced with additional offerings.	Access to additional services and support.	<ul style="list-style-type: none"> Increased sales Add text here
Process value-added selling	<ul style="list-style-type: none"> Improving the process of the customer's business to provide additional value Add text here 	Any product or service that can help improve a customer's process.	Increased efficiency and cost savings.	<ul style="list-style-type: none"> Increased sales Add text here
Relationship value-added selling	<ul style="list-style-type: none"> Building long-term relationships with the customer by providing exceptional customer service and continuously looking for ways to add value Add text here 	Any product or service.	Stronger relationship with customer and increased loyalty.	<ul style="list-style-type: none"> Build customer relationships Add text here
Experience value-added selling	<ul style="list-style-type: none"> Providing a unique and memorable experience to the customer Add text here 	Services or luxury products.	Unique and memorable experience.	<ul style="list-style-type: none"> Increased revenue Improved customer experience
Knowledge value-added selling	<ul style="list-style-type: none"> Providing the customer with expert knowledge, advice, or insights that can help them to improve their business Add text here 	Services or products where the seller has specialized knowledge.	Access to expert knowledge and advice.	<ul style="list-style-type: none"> Increased sales Increased customer trust

Value Added Selling Techniques

Emilie Sanchez



Value Added Selling Techniques:

The book delves into Value Added Selling Techniques. Value Added Selling Techniques is a crucial topic that must be grasped by everyone, ranging from students and scholars to the general public. The book will furnish comprehensive and in-depth insights into Value Added Selling Techniques, encompassing both the fundamentals and more intricate discussions.

1. The book is structured into several chapters, namely:
 - Chapter 1: Introduction to Value Added Selling Techniques
 - Chapter 2: Essential Elements of Value Added Selling Techniques
 - Chapter 3: Value Added Selling Techniques in Everyday Life
 - Chapter 4: Value Added Selling Techniques in Specific Contexts
 - Chapter 5: Conclusion
2. In chapter 1, the author will provide an overview of Value Added Selling Techniques. The first chapter will explore what Value Added Selling Techniques is, why Value Added Selling Techniques is vital, and how to effectively learn about Value Added Selling Techniques.
3. In chapter 2, the author will delve into the foundational concepts of Value Added Selling Techniques. The second chapter will elucidate the essential principles that must be understood to grasp Value Added Selling Techniques in its entirety.
4. In chapter 3, the author will examine the practical applications of Value Added Selling Techniques in daily life. The third chapter will showcase real-world examples of how Value Added Selling Techniques can be effectively utilized in everyday scenarios.
5. In chapter 4, this book will scrutinize the relevance of Value Added Selling Techniques in specific contexts. This chapter will explore how Value Added Selling Techniques is applied in specialized fields, such as education, business, and technology.
6. In chapter 5, the author will draw a conclusion about Value Added Selling Techniques. The final chapter will summarize the key points that have been discussed throughout the book.

The book is crafted in an easy-to-understand language and is complemented by engaging illustrations. This book is highly recommended for anyone seeking to gain a comprehensive understanding of Value Added Selling Techniques.

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web vidas paralelas vi alejandro César agesilao pompeyo sertorio Éumenes may 19 2023 en este volumen se presentan algunas de las vidas más célebres como las de alejandro y César que comparten rasgos tan acusados como la audacia y el arrojo la ambición el genio militar y la crueldad ocasional contiene también las vidas de