

Six Sigma for Sales

All courses can be
virtual or face to face

Sample Content Includes:

- Sales as a Function Compared to Other Business Functions
- Process Mapping Customers Buying Process
- Process Mapping Sales Process
- Patterns in Sales
- Client's Buying Preference
- VOC – Voice of Customer
- The 5 Key Ideas Supporting Lean Process Improvement:
 - (Value / Waste / Variation / Complexity / Continuous improvement)
- The 3 Main Wastes and How They Can be Identified
- Using Kaizen to Improve Your Offering
- Contradiction Analysis VS Constraint Identification as Sales Process Analysis Tool
- Lean Data Tools for Sales and Marketing Improvement
 - (Flow charts Ishikawa (cause and effect or fishbone) diagrams /SIPOC charts /Value stream maps / Data analysis)

Contact us for a full course outline.

