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SPI Solution Selling® Open Workshop - YouTube

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Our History - Richardson Sales Performance Training Company

Solution Selling 2.0 with Jurgen Heyman SPI 1. Higher rate of change impacting sales teams Sales professionals facing increasing levels of change Most sales organizations are unprepared to keep

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Microsoft Solution Selling Training

In November, global sales company Richardson merged with Sales Performance International (SPI) to provide a "full suite of selling solutions" to customers that addresses the complete range of competencies that modern selling organizations need, says John Elsey, president and chief executive officer of Richardson.

Sales Training M&As: Trends and Predictions for 2020 ...

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