

UMETNOST

PRODAJE



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Profesionalni akreditovani Coach

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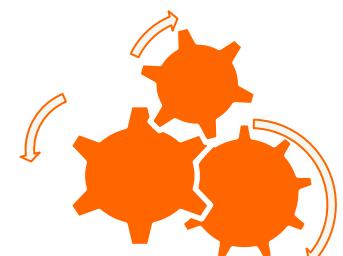
KO SMO MI?

Posvećeni smo razvoju ***potencijala*** kroz savetovanje, koučing i obuke.

Verujemo da se u svakom pojedincu i organizaciji krije ***potencijal***. Samo ga treba osloboditi, podržati i negovati.

Pomažemo kompanijama i pojedincima da otkriju svoje pune ***potencijale*** i razviju znanja i veštine kako bi ih iskoristili na najbolji mogući način.

Usmeravamo energiju ka vrhunskim rezultatima, podržavajući i koristeći ***potencijale*** kompanije i pojedinca.



UMESTO VIZITKARTE...

Mi smo sertifikovani treneri i konsultanti od strane svetskih konsultantskih i trening kuća:

- **SERTIFIKOVANI KONSULTANT I TRENER** – Persona Global, USA
- **PROFESIONALNI COACH** – Erickson Institute International, Canada
- **ERICKSON NLP TRENER** – Erickson Institute International, Canada
- **NLP BUSINESS PRACTITIONER** – IN- NLP, Germany
- **NLP MASTER PRACTITIONER** – IN- NLP, Germany
- **AKREDITOVANI KONSULTANT** – International Finance Corporation, USA.
- **SDI – STRENGHT DEPLOYMENT INVENTORY** – Personal Strengths, UK Ltd
- **THOMAS INTERNATIONAL PPA (PERSONAL PROFILE ANALYSIS)**



UMESTO VIZITKARTE...

Ponosni smo što smo realizovali **interne (in-house)** projekte u kompanijama kao što su:



Otvorenim treninzima su prisustvovali predstavnici kompanija VIP, Telenor, Telekom Srpska, Orion telekom, Coca Cola, Apatinska pivara, Carlsberg, Nikšićka pivara, Sanofi – Avensis, Actavis, Klinički centar Srbije, OEBS, Hellenic Petroleum, NBS, MOL, Državna lutrija Srbije, Erste banka, S Leasing, Banca Intesa, Komercijalna banka, Volksbank, ProCredit Banka, Zepter, BOSH, Johnson Diversey, TASKI i sl).



Oblasti rada Agencije „One2grow”



- **OBUKE (otvorene ili in-house)**
- **KONSALTING**
- **KOUČING**



Prodavac?!?!?!





**"Everything on your resume was lie.
I like that. Welcome to sales!"**



Osvrnite se...



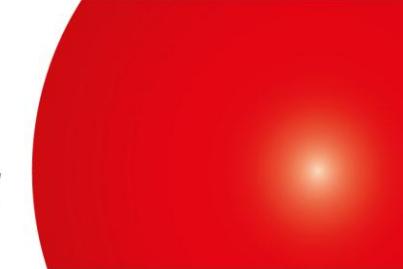


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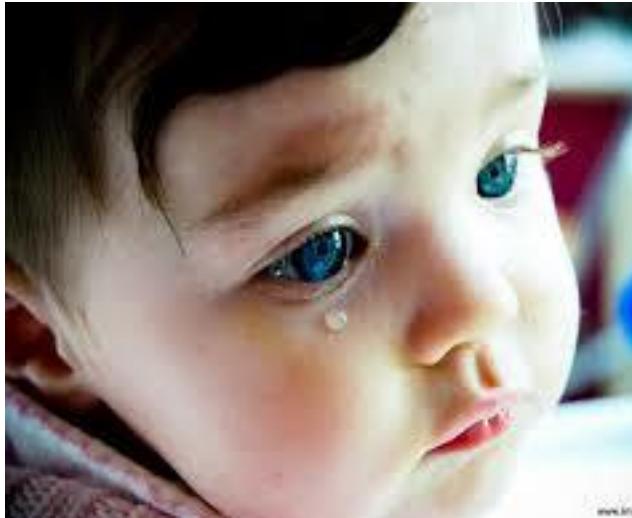


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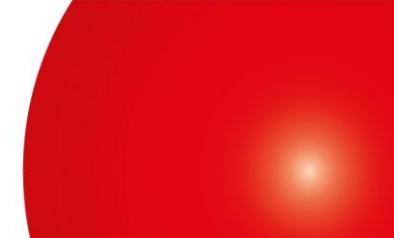


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Kako prodati emociju?!



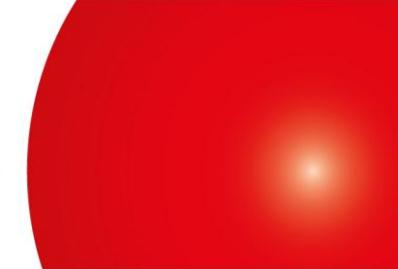


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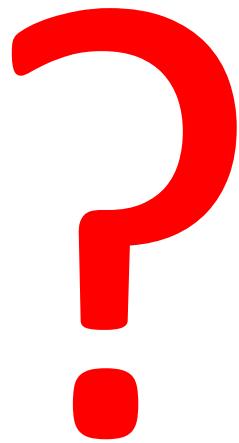


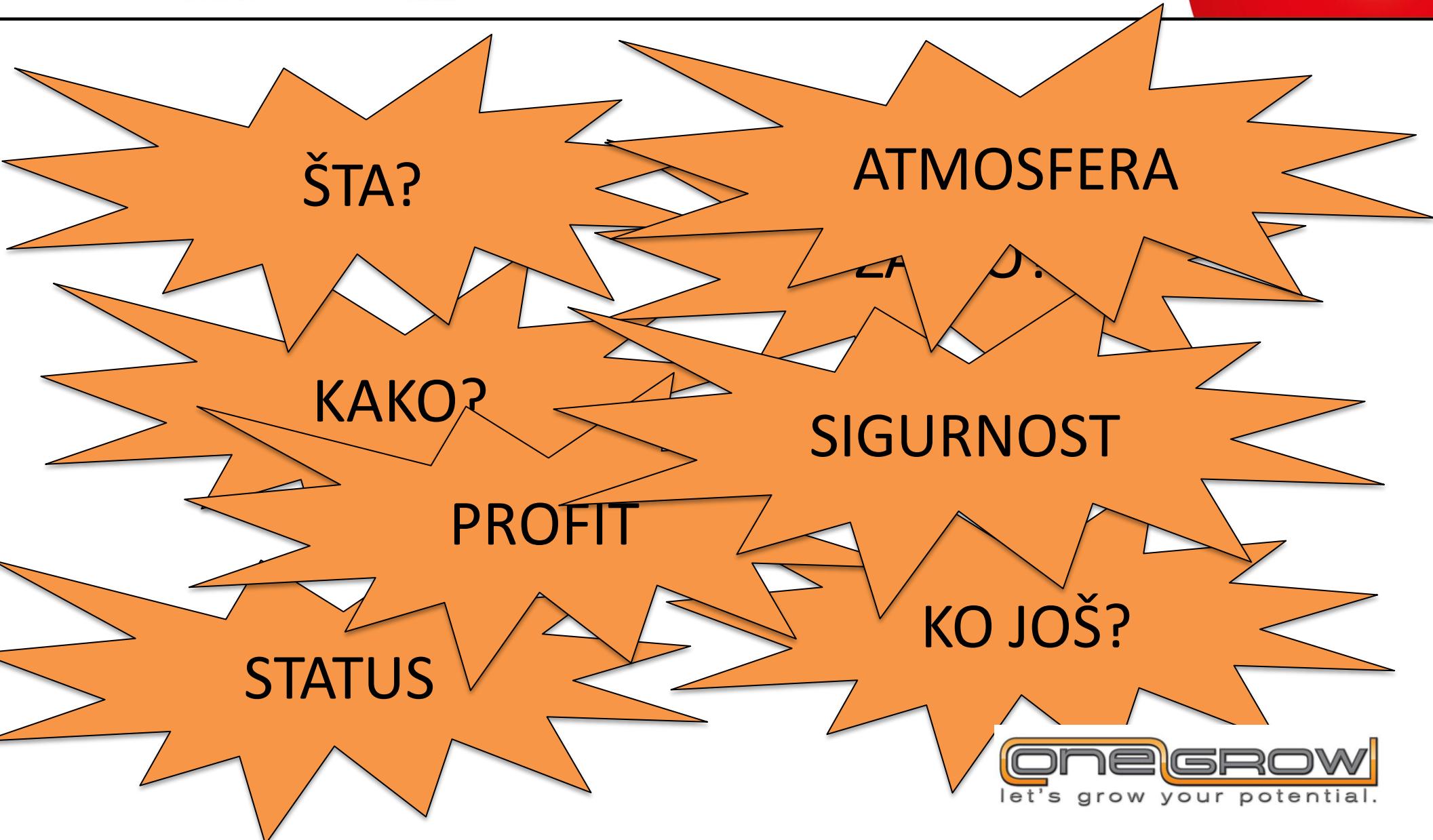
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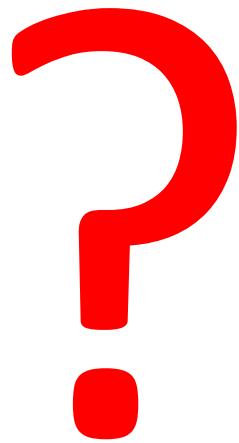
ČEKAJTEEEE







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“ŠTA ZAISTA
ŽELI?”



R = N * S * U



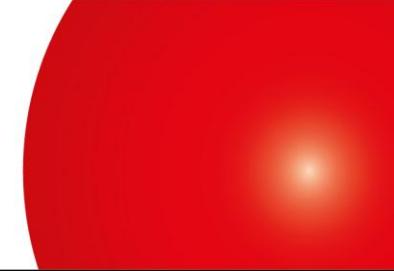
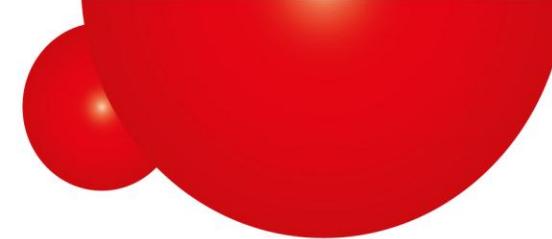
Nisam dovoljno.....

Dobar, pametan, hrabar, lep,
plav, visok, nizak, mršav,
debeo,.....

Ja sam previše.....

Dobar, pametan, hrabar, lep,
plav, visok, nizak, mršav,
debeo,.

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~~Ja to mogu!~~

DA LI ja to mogu?

KOLIKO ja to mogu?



**Šta mi tačno treba da bih bio
sigurniji u sebe?**

**Šta tačno treba umem da bih
bio siguran da mogu?**

**Šta tačno treba naučim da
bih bio siguran da umem?**



Poznajem li nekoga **ko** to
ume?

Šta on tačno radi da bi bio
uspešan?

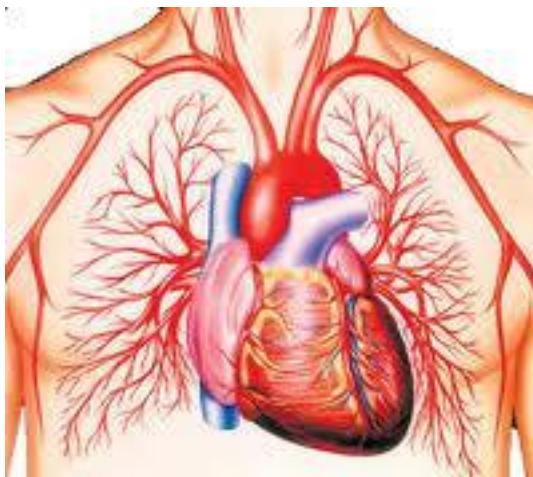
Koja je osnovna razlika
između njegovog i mog
načina?



- *posvećenost*
- *marljivost*
- *proaktivnost*
- *organizovanost*
- *lični razvoj*
- *izazov*
- *emocija*
- *međuzavisnost*
- *dogovor*
- *zajednički rast*

LjUBAV
prema poslu

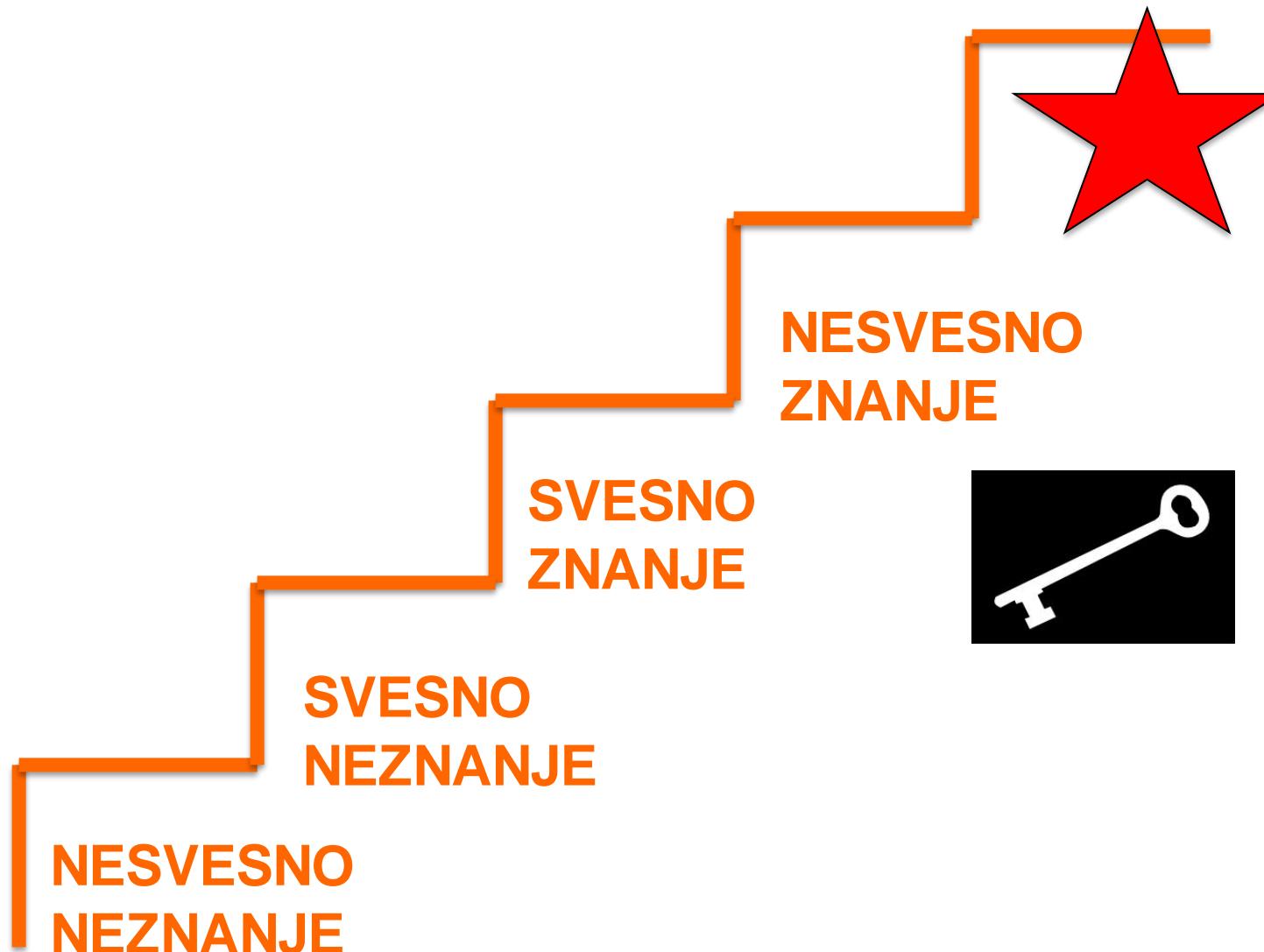
VERA
u proizvod / uslugu



SAMOPOUZDANJE



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Hvala!

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