

# UNDERSTAND PERSONALITY STYLES TO HELP YOU SELL MORE EFFECTIVELY

*eLearning courses designed to increase productivity and profits*



## Learning made Simple, Visual, and Interactive

Seal the deal by mastering this customer centric sales approach. The THORS Understand Personality Styles to Help you Sell More Effectively course is presented by Author & Sales Coach, Dan Larsen. Presented in an engaging and interactive fashion this course will equip you to engage in fruitful conversations with your customers and win businesses.

Credit Hours **0.75**

## Learning Objectives

- 💡 Define “Personality” and understand how personality is determined.
- 💡 Learn how to identify someone’s personality style with two questions.
- 💡 Identify key characteristics of different personality styles.
- 💡 Use tools to communicate more effectively with anyone.

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