

Tzmo add InSoCon™ to their skills suite

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InSoCon™ is one element of a wider development programme at TZMO which is experiencing high growth and now includes a subsidiary in Hungary. As part of a two year relationship Huthwaite has delivered SPIN®, SPIN® Coaching, Presentation, Negotiation and Teleselling Skills programmes to the sales managers and their teams.

Senior managers found the Negotiation skills programme particularly useful and gained a better understanding of how to talk and listen to the client in order to arrive at a mutually successful outcome.

Commenting on the series of training programmes, Mrs Elzbieta Mrozinska Sales & Marketing Manager at TZMO said: *"SPIN® technique is a standard in the everyday practice of TZMO sales representatives. An item called 'SPIN® technique application' has been introduced to the TZMO employee rating system. Each SPIN® training programme is a logical continuation of the previous one, therefore the knowledge acquired there enables us to improve practical skills that are focussed on more and more effective work."*



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Elzbieta Mrozinska Sales & Marketing Manager