

Altify Relationship Maps

Course Overview

Building relationships is all about understanding the people and the politics involved in the customer's buying decision. With this understanding, you can devote your time to the right people, and talk to them about the right issues. You also have a better chance of avoiding unwelcome surprises during the sales cycle. This course will teach you how to use Altify Relationship Maps, equipping you with the skills and knowledge to win the deals that matter most.

Course Objectives:

By the end of the course, you will be able to:

- Understand the value of using Relationship Maps
- Manage contacts on a Relationship Map
- Describe how revenue teams use relationship maps to expand and elevate the relationships
- Identify gaps and red flags in a map and the solutions to restore a healthy map

Delivery Method:

- Online Guided Learning
- Includes approximately 3 hours of course material and hands-on activities
- Dedicated Altify training expert will monitor progress, provide feedback on activities and answer questions
- Utilizes a demo Salesforce.com account

Course Duration:

- 4 weeks, new participants are enrolled each Monday

Pricing:

- \$395/participant

Registration:

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