

Key elements of effective relationship selling

Relationship
selling



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graph LR; A[01 Building trust] --- B[02 Understanding customer needs]; B --- C[03 Effective communication]; C --- D[04 Long-term focus]; D --- E[05 Personalization]; A --- F(( )); B --- F; C --- F; D --- F; E --- F; F --- G[Relationship selling];
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01

Building trust

02

Understanding customer needs

03

Effective communication

04

Long-term focus

05

Personalization

Relationship Selling

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Agnihotri, Michael T. Krush**



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