Virtual and Cross Cultural Teams

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Cisco

November 2016

"Ok, now that I have you all here..."

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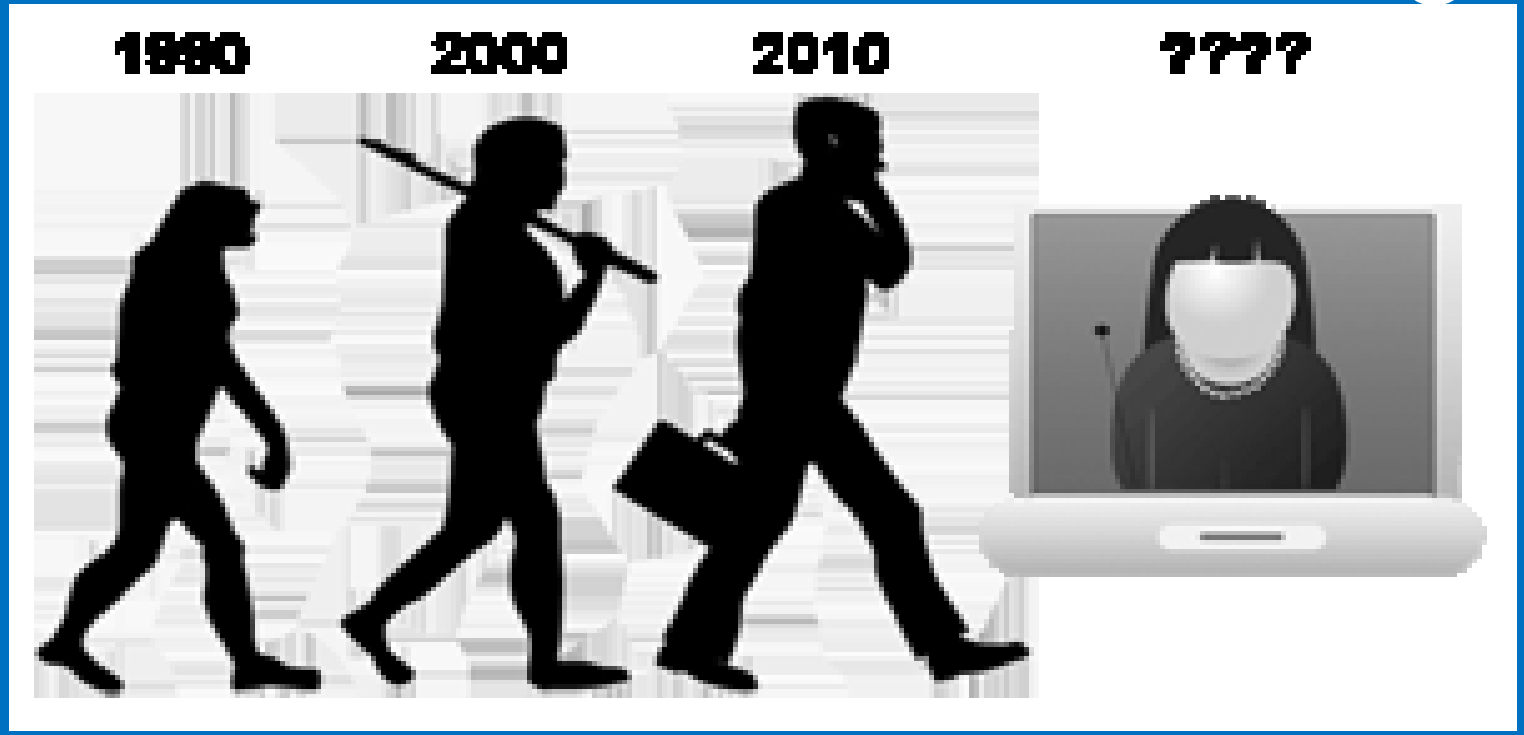
Evolution of Virtual Selling



Tele-Sales **Inside Sales** **Virtual Sales** **Digital Selling**

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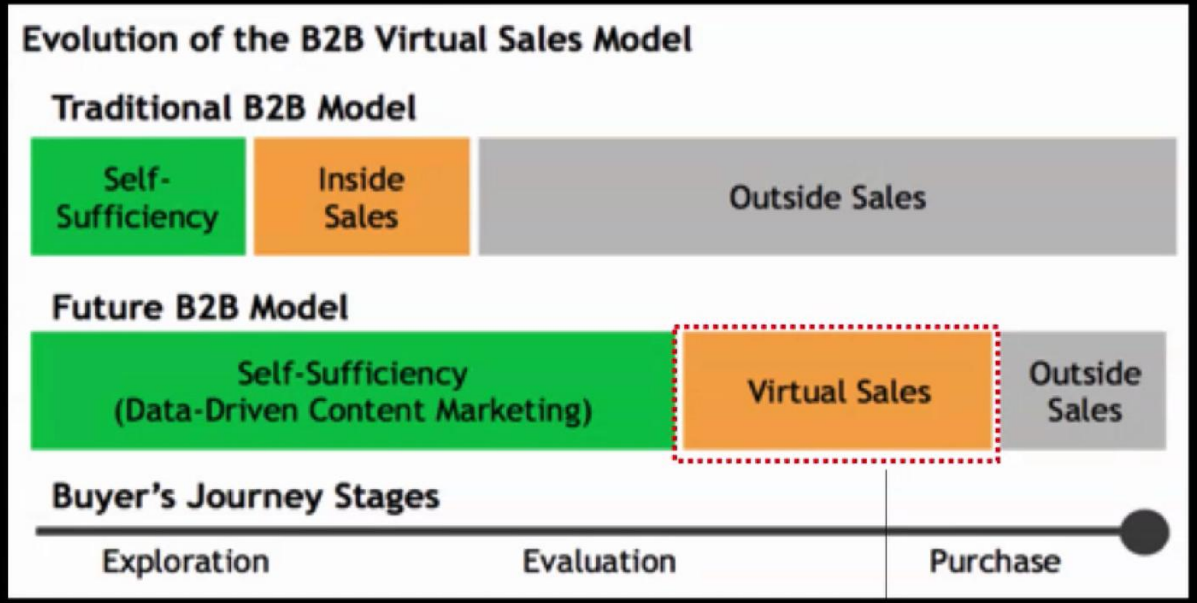

IDC
Analyze the Future

The NEW Self Sufficient Buyer
The role of traditional sales is eroding & needs to Adapt

Meet the Virtual Sales Rep of the Future

Imagine a typical virtual sales rep sitting at what looks like the console of an air traffic controller. But instead of directing jets through the airspace, he or she is using **social media, advanced analytics, cognitive systems, and other information tools to guide buyers through their decision journey.**

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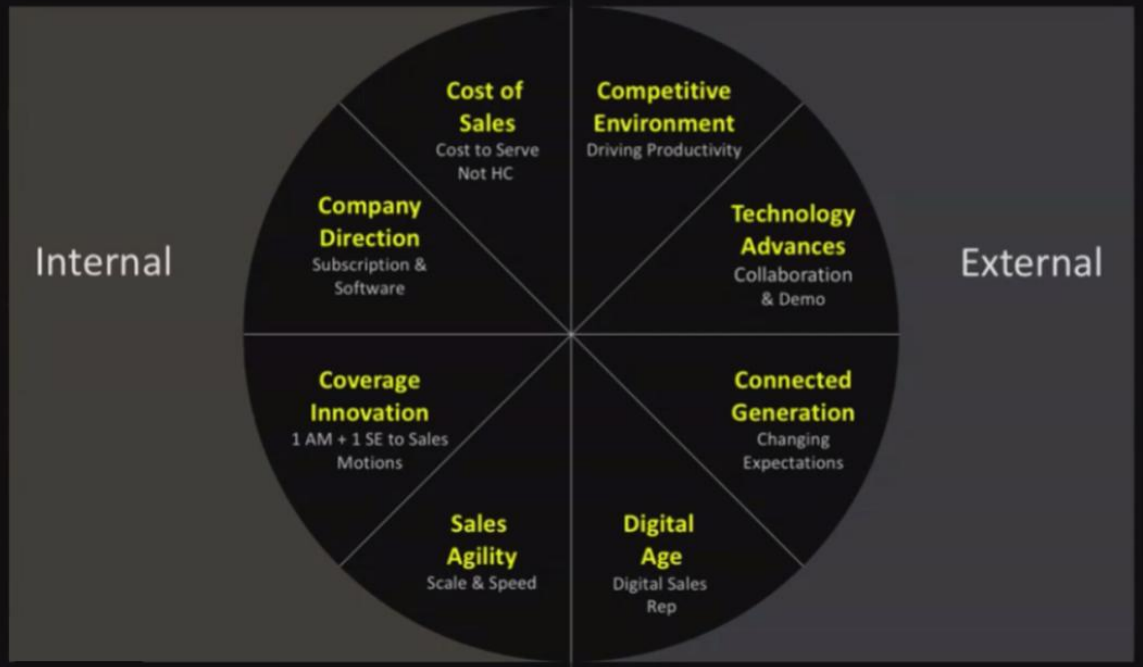
Momentum is with virtual



Scale coverage
Drive Efficiencies
Increase Productivity
Lower the Cost to Serve
Optimize Customer Experience
Talent Engine for Cisco Sales & Engineering

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Spend time together

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What is coaching and How to coach

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High level of Empathy

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Strong Communicators

Link up ID

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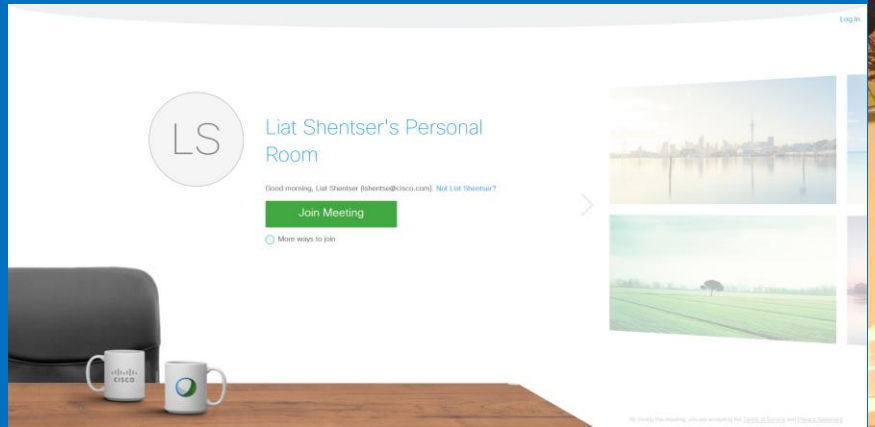
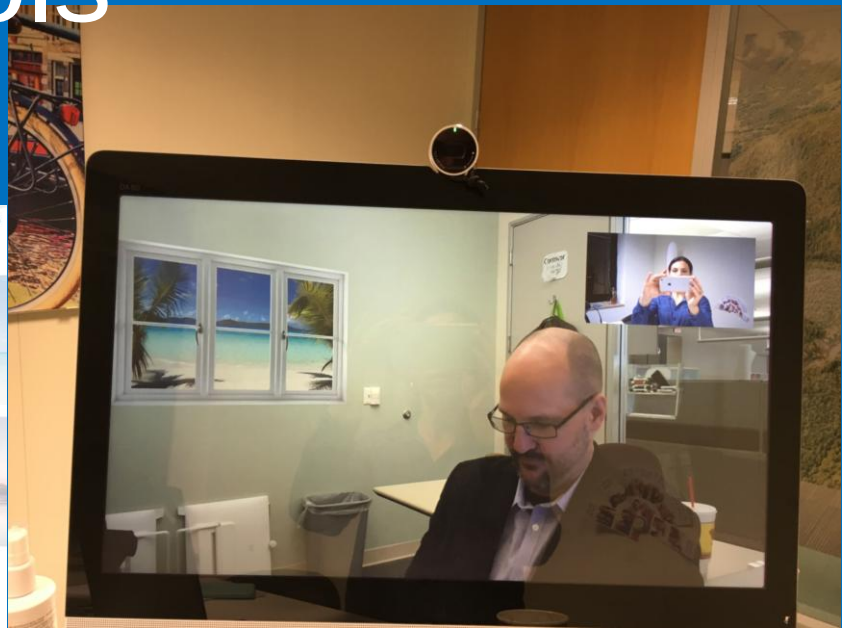
Cisco Spark

Collaboration Tools





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TOMORROW starts here.