



Master Discovery

Digital Course



Part 1

RE-ALIGN on Customer Problems

Complete e-learning

- Traditional Discovery Isn't Working
- Take a Problem-Minded Approach to Discovery
- Prepare for Your Conversation
- **Practice One:**
RE-ALIGN on Customer Problems

Download and Open Your Workbook



Part 2

Create an Accurate Problem Statement

Complete e-learning

- Ask Problem-Minded Questions
- Identify Your Customer's Problem Type
- Align on the Problem Statement
- **Practice Two:**
Create an Accurate Problem Statement



Part 3

Use Discovery to Inform Your Sales Approach

Complete e-learning

- Respond to Your Customer's Problem Type
- Gauge Your Customer's Commitment
- Plan Your Next Steps
- **Practice Three:**
Use Discovery to Inform Your Sales Approach



Part 4

Fluency Coach AI Challenge

Practice and receive instant, actionable feedback

Post-Training Skills Reinforcement

Participants are given access to a set of reinforcement assets designed to refresh their skills on key concepts. They receive a sharable **eBadge** showing program completion.