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Design Thinking: The Customer Journey. When targeting potential customers during the design thinking process, it's important to figure out the customer journey. For the customer journey, imagine which steps a potential customer (preferably, in the form of a concrete persona) experiences before, during, and after using a product or service. Create a description of the target person using the Persona method, and supplement it with an empathy map. You...

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BUSINESS SKILLS 2. Negotiation and persuasion skills The term ‘negotiating’ can cover anything from a hard team negotiation for better terms in a contract, to simple everyday situations, such as discussing the best place to have lunch. At some time or another, every manager needs to persuade an employee or a customer to change their

Little book of business skills

Written by a team of experts, Business Skills All-in-One For Dummies is your complete guide to perfecting your communication, management and organizational skills. Inside you'll find simple techniques for improving your performance at work – everything from presentation skills, project management, persuading and influencing people, motivating (yourself and others!), managing your workload, managing a team and much more.

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