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Miller Heiman Group provides the sales training, consulting, technology and research sellers need to stay one step ahead of disruption. We're embraced by the world's most successful sales and service organizations because we deliver results – no matter what comes next. The future of selling is here. Are you ready to join us?

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When Miller Heiman introduced the Blue Sheet in 1978, it revolutionized the sales industry because it

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gave sellers a practical and consistent framework for applying the innovative Strategic Selling® methodology.

Scout Demo: Opportunity Management with the Blue Sheet

Miller-Heiman Sales Tools This client-focused sales training includes three modules, each of which result in actionable plans. These tools serve three distinct areas of the sales process, and fit together to provide a map to guide you throughout the process.

The Blue Sheet: History and Evolution of an Industry Icon ...

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Located at the top of the blue sheet is the “Test Adequacy of current Position” which ranges from the euphoric to a state of panic. The various states are colored green or red depending on how well you think you are doing. Any state in ‘red’ would cause an immediate review of the account using the blue sheet methodology.

Welcome to the Future of Selling | Miller Heiman Group

Published on Jun 25, 2014 Take a look at this short video showcasing the integration of Miller Heiman's Strategic Selling® methodology with Blue Sheets (Opportunities) and Green Sheets (Activities)...

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Miller Heiman Strategic Selling® methodology integration into SAP CRM

Published on Nov 2, 2018 A tour through the opportunity management features within Scout, Miller Heiman Group's powerful, data-driven sales technology. Learn how Scout helps sellers integrate...

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