

# The Solution Selling Fieldbook Practical Tools Application Exercises Templates And Scripts For Effective Sales Execution

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this report describes the design of the commander s integrated training tool citt for the close combat tactical trainer cctt a system of armored vehicle manned module simulators and workstations that allows units to train collective armor and infantry tasks at the platoon through battalion task force level citt will allow commanders and other unit trainers to select create or modify structured training exercises for use when the unit trains using the cctt although the project focused on the citt design it also included the development and refinement of a citt prototype in standalone and distributed in tern et accessible versions additionally the project included the development of an information overview presented in the form of videotapes and included in the citt prototype and the development of an implementation strategy and fielding plan this report describes the activities involved in the development of the listed products along with the lessons learned during project completion

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Introduction

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