

DialoguePrime for Microsoft Viva Sales

THE CHALLENGE

DIGITAL SELLING HAS CHANGED ...

Are you keeping up?

The world has changed... Customer Expectations have shifted from needing information to expecting insights and outcomes. Customers believe salespeople are unprepared for sales calls 82% of the time. One-size-fits-all CRM is not helping. 47% of salespeople think technology is a hinderance, not a help.

For salespeople, however, building relationships and driving revenue is harder in the digital world. Booked all day on video calls with no time to prepare or follow up. The good news is not being in person creates amazing opportunities to use conversational AI to identify, engage and drive revenue. Hence the arrival of DialoguePrime for Viva Sales.

DIGITAL-SELLING COMPANIES...

5.7 times more likely to secure prospect meetings

hit 150 percent of their quotas on average

drive relationships with 59% less churn

I think my sellers aren't having the right conversations, but I can't tell from CRM...

We don't want a BIG Tech project

But we don't even have time to "Do CRM"

Since Covid - I'm in back-to-back in Video Meetings

What used to work with buyers - doesn't work as well now

Its hard to tell over the video calls what is resonating with buyers

I don't have time to prepare, or document follow up

80% of buyers think salespeople are not prepared for meetings

Buyers' expectations have changed...



congruentX

HAVE THE RIGHT CONVERSATIONS Get Digital Selling Right with Viva Sales

How Do I Get Started?

Tactics | How We Do It



30 Day Viva Sales Challenge

What to Expect

Bring IT and Business together with fast moving, interactive engagement featuring design thinking discovering the right conversations. Art of the Possible learning on Viva sales. Make it Real with collaborative sprints leveraging CongruentX Dialog Prime Framework

Week 1

Align GTM with People and Tech. Create Journey Maps. Discover the most critical conversations.

Week 3

Action Plan to Onboard Train Adopt and Achieve Outcomes with the broader organization

Week 2

Rapid, iterative sprints to develop Viva sales conversations with Pilot Team

What You Get

Viva Sales Pilot Group
Rollout Plan
Review Monitoring Options and Outcome Benchmarks

Bring **Business** and **IT** professionals together to quickly and measurably talk about how AI can help drive the **right conversations**. Leverage our **DialoguePrime Framework** to facilitate the conversations that lead to retention, enrichment, and advocacy.

Structured **30 Day Challenge** featuring human-centered design, high engagement, hands-on experience. Identify aspects of the sales dialogue that represent relationship deterioration or transformation. Benchmarks and actionable insights.

Successful Clients
Include



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