

## ***EDENCONSULT COMPANY LIMITED (ECL)***



TIN: 105-983-948

MANDELA RD, MAGARI HOUSE  
OPPOSITE MABIBO HOSTEL  
P O BOX 71762, Dar Es Salaam, Tanzania  
Email: [od@edenconsult.net](mailto:od@edenconsult.net)  
Tel. +255-784-455499 or +255-718-879081  
Website, <http://www.edenconsult.net>  
Fax: 0732-979949

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## **Tailor-made Courses for High Performance**

We wish to take this opportunity to introduce our consultancy firm to you. We are registered with the Certificate of Incorporation (CoI) number 60999 and F.38/2008 in Tanzania and Kenya respectively. Below some of in-house courses we offer for 3days.

<b>S/N</b>	<b>Title of the Course</b>	<b>Some Key Topics</b>
1	<b>Business-Customer Relationship Management (B-CRM)</b>	<ul style="list-style-type: none"><li>• Nature &amp; Scope of B-CRM</li><li>• Types and Facts about Customers</li><li>• Relationships &amp; Communications Management</li></ul>
2	<b>Strategic Sales Management (SSM)</b>	<ul style="list-style-type: none"><li>• Market &amp; Competitors Analysis</li><li>• Managing the Sales Process &amp; sales Force</li><li>• Strategic Positioning for Competitiveness</li></ul>
3	<b>Cost, Supply &amp; Value Chain Management</b>	<ul style="list-style-type: none"><li>• Cost Management for Supplies</li><li>• Value addition through Porter's Value Chain</li><li>• Gabriel's Value Chain for Services</li></ul>

We have qualified consultants led by **Prof. Elisante Ole Gabriel**, Get his biodata from, [www.olegabriel.com](http://www.olegabriel.com) Please contact us for any of the above services to agree on cost and logistics to start (Tel. +255-657266682 or +255-784-434419), [od@edenconsult.net](mailto:od@edenconsult.net)