

Decision Journey Extended Pilot

Explore complex market, buyer and sales questions, especially where sales capability is limited or not yet established.

SCOPE & DURATION

Work through agreed boards in depth: market hypotheses, buying paths, qualification, partner contribution, roles, decision authority and conditions for execution. I contribute sales experience and carry out agreed sales tasks within the journey.

FRAMEWORK & BOUNDARIES

Total effort is planned individually. Full depth may require around ten joint days, plus preparation, work between sessions and follow-up. The proposal separates these efforts. Ongoing sales operations, CRM implementation and additional research are scoped separately.

WHAT YOU RECEIVE

Documented hypotheses and evidence gaps, a prioritised roadmap and a decision basis for leadership. A leadership presentation is commissioned explicitly if needed.

BEFORE BOOKING

The individual proposal confirms scope, dates, fees, VAT and any travel before commissioning.

[View current prices and terms](#)

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Discuss your mission

A 20-minute online introduction

