

# **BTS NÉGOCIATION ET DIGITALISATION DE LA RELATION CLIENTS**

**ANGLAIS OBLIGATOIRE**

**SESSION 2023**

## **MISE EN SITUATION 9: 8-Level Magnetic Resistance Exercise Bike Desk**



**£159.99**

- weight-loss cardio exercises .
- multitask
- study and work while cycling
- enhance your cardiovascular system
- improve your blood vessels function
- monitor how many miles you have cycled, how fast you can ride, how long you have ridden, how many calories you have burned
- fully adjustable cushioned seat & desk

### **Situation:**

You work as a sales advisor for Argos. You meet a potential customer who is interested in buying an exercise bike desk. He/ she tells you he spends a good deal of time working from home, sitting at his/her desk. Try to satisfy his/her needs. You can focus on:

- The price
- The assets of the product
- The benefits for his/her health