**BTS NEGOCIATION ET DIGITILISATION DE LA RELATION CLIENT**

**ANGLAIS FACULTATIF SESSSION 2024**

**MISE EN SITUATION**



***'' I am not just a car – I am so much more. I will accompany you through the rich experiences of life and share the joy of discovery and connection.”***

**GWM ORA 300 PRO 29.995 € or from 199 € /per month.**

**FEATURES**

* **ORA 300 Pro** is available in 7 different basic colours, you can also choose interior and roof colours. ( Celestial Blue, Mars Red or Aurora Green ..)
* Back massage in the seat after training, awesome light from the panoramic roof .
* You can charge your car everywhere: at home, at public charging stations or fast charging at several points along the motorway. Driving an electric car has never been easier. Or more fun.
* Zero emissions, but lots of driving pleasure. Designed for you, but built for the future. And here to change your life forever. ORA (EV) is a completely new and exciting electric vehicle!

**Comfort and Convenience :**

* Keyless start
* Power Folding Door Mirrors
* Voice (‘Hello Ora’) and facial recognition system
* Rear center armrest with cup holder

**Parking aids**

* 360°camera
* rear and front parking sensors and auto-park assist.

**Infotainment**

* 10.25" Touchscreen display
* Wireless Phone Charging
* Satellite Navigation
* Apple Carplay / Android Auto

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| **SITUATION :**  You work as the manager of a team of sales advisors at Great Wall Motors and you like telling your potential customers that Ora stands for 'open, reliable, and alternative'.  Make a presentation of the product to your team and focus on :   * Your target customers * Its advantages and assets * Its positive consequences for the environment and on the driver’s well-being. * Its price. |