

# YASSIN BAGANE

## Personal information:

### Questions:

1) It is a global non-profit that offers young people leadership training, cross-cultural global internship opportunities, and volunteer exchange opportunities.

2) AIESEC provides a range of products, including:

A program called Global Talent connects young people with possibilities for international internships in a variety of fields, including business, technology, and sustainability.

Young people can volunteer through the Global Volunteer program on initiatives that address problems including education, the environment, and community development.

A program called Global Entrepreneur helps young business owners launch and grow their enterprises by introducing them to a global network of peers, advisors, and mentors.

Global Leaders is a leadership development program that equips young people with the abilities, information, and contacts they need to make a difference in their communities as leaders and change agents.

4) Several techniques are used by AIESEC to develop exchange participants, including:

Pre-departure training: Before embarking on their exchange experience, participants receive training on cross-cultural communication, adaptability, and intercultural competence.

On-site support: During their exchange, participants receive ongoing support from local AIESEC members and staff, who provide guidance and mentorship.

Experiential learning: Participants are put in conditions where they must apply their knowledge, skills, and leadership capability. Participants' competencies and personal growth are aided by this experiential learning methodology.

Reflection and evaluation: After their exchange, participants engage in a structured evaluation process, where they reflect on their experiences, identify areas for growth, and set goals for their future development.

Combining these approaches, AIESEC supports exchange participants in strengthening their professional, intercultural, and leadership skills, positioning them for success in both their personal and professional life.

5) The following steps are often included in the process of selling a product:

Knowing your customer: Knowing your customer's needs, wants, and preferences is the first stage in selling a product. Market analysis, client feedback, and sales interactions can all be used to collect this data.

Product positioning is the process of positioning your product so that it appeals to the needs and preferences of your target market. This could involve showcasing qualities, advantages, or distinctive selling aspects that make your product stand out from competitors.

Developing a relationship with the customer is essential for successfully selling a product. This involves creating a relationship with the client and earning their trust as well as their respect.

Presenting the product: In this step, you show the consumer the characteristics, advantages, and value of the product. This can be accomplished by offering product samples, giving presentations, or doing demos.

Handling objections: It's critical to successfully answer any objections or concerns the customer may have with the product. This can include explicitly addressing their issues, proposing solutions, or providing further details.

Selling: Securing the deal is the last action. This involves requesting the customer's choice, completing the sale's specifics, and obtaining money.

Follow-up with the client after the sale is crucial to ensuring their satisfaction, resolving any concerns, and establishing a long-lasting relationship for the future.

6) If I had to sell a computer that's what I would do :

Digital Advertising: To reach your core audience, make use of digital advertising platforms like Google Ads, Facebook Ads, and Instagram Ads. To capture their

attention and increase purchases, use attention-grabbing graphics, persuading language, and targeted advertising.

Partner with influencers in your target market to market your computer via influencer marketing. Influencers can promote your product to their followers, display it in a real-world situation, and provide an honest assessment.

Offer unique offers, discounts, and incentives to customers who come into your store to buy a computer during in-store promotions. This can include package discounts, trade-in incentives, and time-limited specials. Promotions that take place in-store can boost sales by increasing foot traffic to your establishment and brand recognition.

8) If I could change one thing in my country, I would suggest promoting economic growth and job creation to improve the standard of living for the citizens. Tunisia has a young, educated population, and many young people are facing high unemployment rates. The actions I 'am taking is strengthening my social skills, working effectively with others (I'm joining AISEC in order to achieve that)