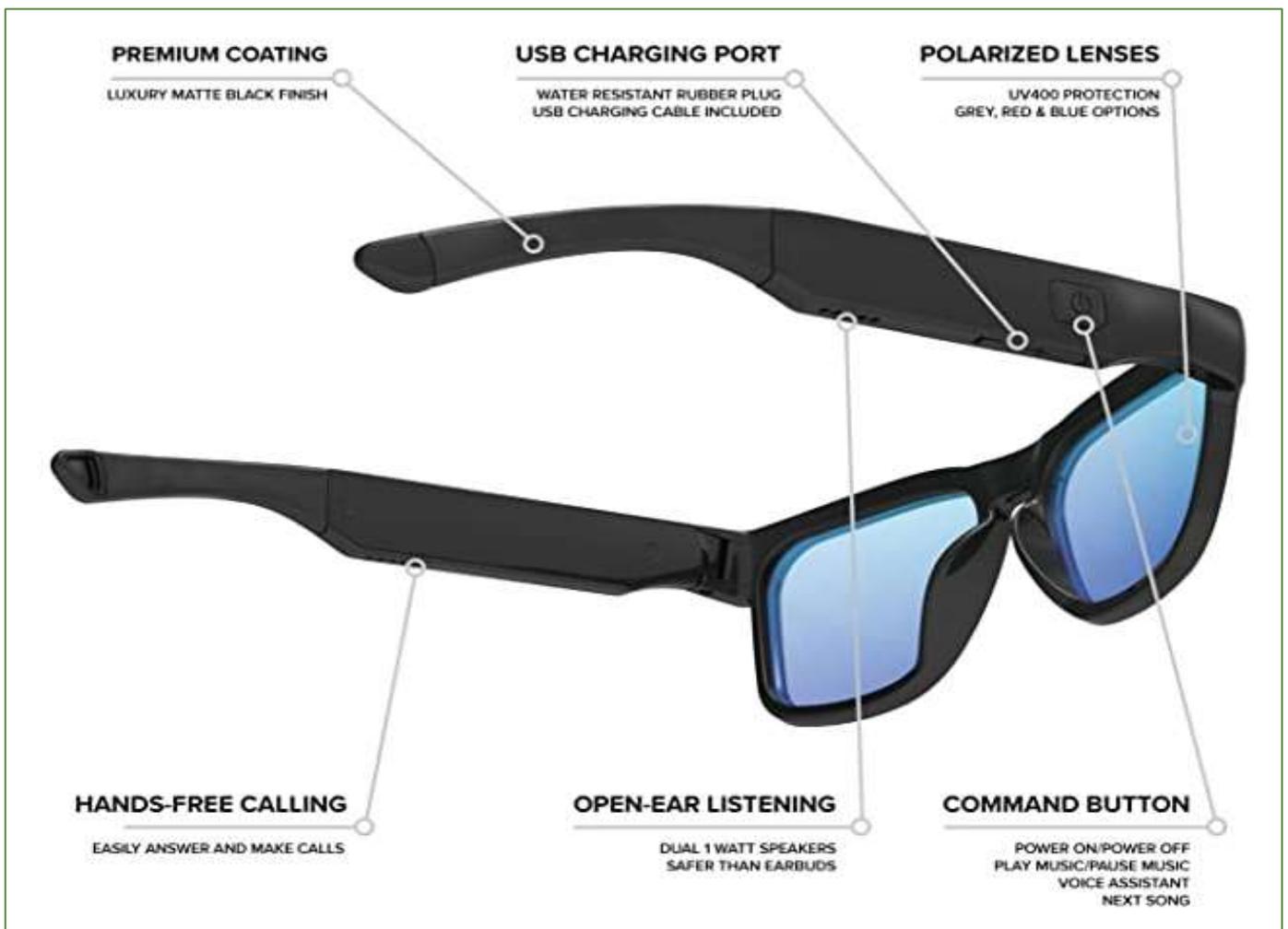


MISE EN SITUATION

Classic Bluetooth Sunglasses



BTS NEGOCIATION ET DIGITALISATION DE LA RELATION CLIENT

ANGLAIS OBLIGATOIRE

Session 2021

The INVENTIV Bluetooth sunglasses are designed with an open ear headphone speaker system for added safety and convenience so you can enjoy stress-free outings, wherever you go! The audio sunglasses allow you to talk and play music while connected to your Bluetooth enabled iOS/Android or other devices. Our glasses with speakers allow you to listen to music and make hands-free calls while still being aware of your surroundings. Enjoy a high-quality sound with the dual stereo speaker system.

INVENTIV music glasses can be paired with any Bluetooth compatible device for your convenience. Your sunglasses feature Bluetooth 4.0 technology that allows for clear playback from up to 30 ft away. When fully charged, you can enjoy a full 3 hours of premium audio playback! The included USB cable makes it easy to charge your Bluetooth glasses on the go.

The lenses on your smart audio sunglasses are 100% UV protected to keep your eyes healthy and defend them from the sun's rays. They're also polarized to significantly decrease sun glare, giving you full clarity of vision and allowing you to always see where you're going. Your audio glasses are comfortable and easy to use.

SITUATION:

You work at a sports shop and a potential customer says that he/she wants to purchase a pair of sunglasses as a gift, but they do not know if they should buy a classic pair or a smart pair.

Use the following hints:

- *Try to discover the customer's needs and budget*
- *Talk about the advantages and drawbacks of smart glasses.*

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