

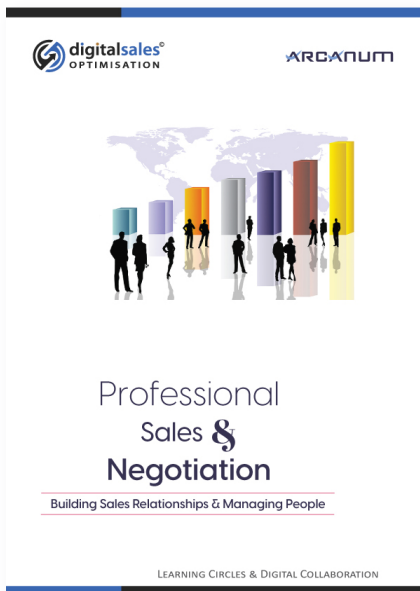


'Professional Sales & Negotiation'
Building a World Class Sales Team

'Professional Sales & Negotiation'

Building Customer Relationships & Teams

VIRTUAL WORKSHOP WITH PRE & POST MODULES
USING THE WIZTANGO DIGITAL LEARNING PLATFORM



A CUSTOMISABLE DIGITALLY BLENDED
COLLABORATIVE LEARNING EXPERIENCE WITH
MULTIPLE DELIVERY AND DURATION OPTIONS & FORMATS

SELECTED TOPICS & MODULES

SELLING
VALUE

EFFECTIVE
NEGOTIATION

BUILDING
RELATIONSHIPS

CONSULTATIVE
SALES MODEL

RIGHT MESSAGE, RIGHT
PERSON, RIGHT TIME

WHAT WORKS
WHAT DOES NOT

HAVING STANDARDS
& PROCEDURES

PRODUCTIVITY &
PROFITABILITY

PRESENTING COMPLEX
INFORMATION

NEGOTIATION
STRATEGIES

Dealing with larger, more complex customers and maintaining relationships over the long term requires some additional skills.

The focus for Professional Sales & Negotiation is in developing 'in call' skills that improve chances of success, such as understanding how to sell value, how do identify and capitalise upon emotional drivers and understanding how to negotiate more effectively, especially virtually.

Throughout the course, participants develop and update a Personal Development Plan and use key management tools and techniques specifically Digital Sales Optimisation.

'Professional Sales & Negotiation'

Course Details & Technology



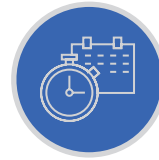
Format:

- Online & Face-to-Face
- Collaborative/Blended
- Pre, Workshop & Post



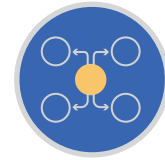
Attendees:

- Up to 30 people
- Advanced Level
- Consultative Sellers



Duration:

- Pre = 2 Weeks
- Workshop = 2 Days
- Post = 2 Weeks



Course/Learning Type:

- Modular
- 'Learning Circles'
- 'Spaced Learning'



Learning Actions:

- Over 40 Items
- Questions & Exercises
- Examples/Case Studies



Technology Used:

- PowerPoint™
- Wiztango/HTML 5
- Zoom or MS Teams



Digital Courseware:

- PDF Handouts
- HTML 5 Interactive
- Video



Analytical Evaluation:

- Measurable ROI
- Before & After Analysis
- In the Field Results

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Corporate
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Evidence Beats Opinion™



digitalsales®
OPTIMISATION

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