



'Where Are The Numbers?'

Ensure to Meet Your Budgets and Targets

'Where are the Numbers?'

Ensuring Sales Teams Hit Their Budgets and Targets

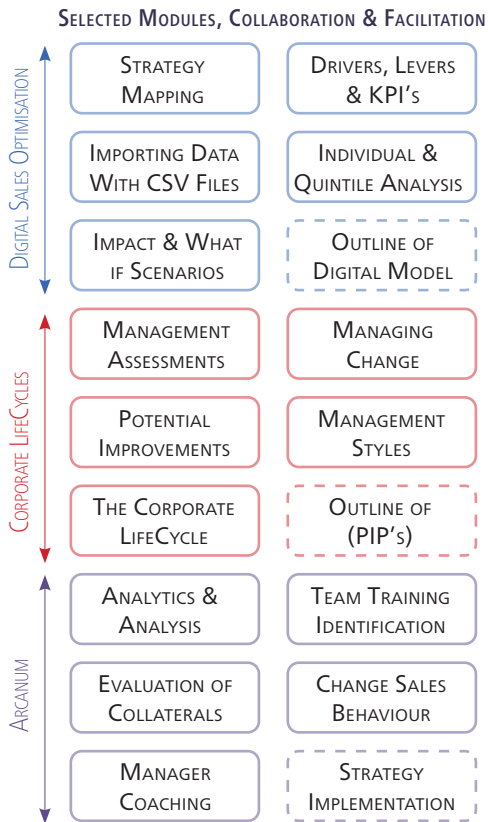
PRE, FACE-TO-FACE & POST LEARNING CIRCLE
USING THE WIZTANGO DIGITAL LEARNING PLATFORM

Where are the Numbers?

Hitting Target Using PIP's, Drivers, Levers and KPI's

LEARNING CIRCLES & DIGITAL COLLABORATION

A DIGITALLY BLENDED & COLLABORATIVE LEARNING EXPERIENCE



Most Sales Managers have heard the words from Owners, Directors or Stakeholders when it looks like sales targets or budgets are not going to be met. **Where are the Numbers?** It is the sort of stuff that nightmares are made of. If meeting budgets and targets looks unlikely, then things need to get back on track as soon as possible before it is too late.

Where are the Numbers is a unique workshop involving us and our partners designed exactly for this scenario:

- Digital Sales Optimisation:** Strategy, Drivers, Levers, KPI's and What if Scenarios
- Corporate LifeCycles:** Potential Improvement Points & Management Assessments
- Arcanum:** Sales Team Training & Coaching Changing Sales Behaviour

PRE-WORKSHOP = 2 WEEKS, FACE-TO-FACE WORKSHOP = 1 DAY, POST-WORKSHOP & ANALYSIS = 2 WEEKS

'Where Are The Numbers?'

Course Details & Technology



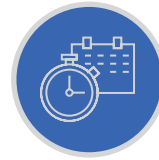
Format:

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



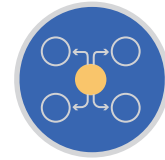
Attendees:

- Directors/Stakeholders
- All Mangers with a Touch Point in Sales Process



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



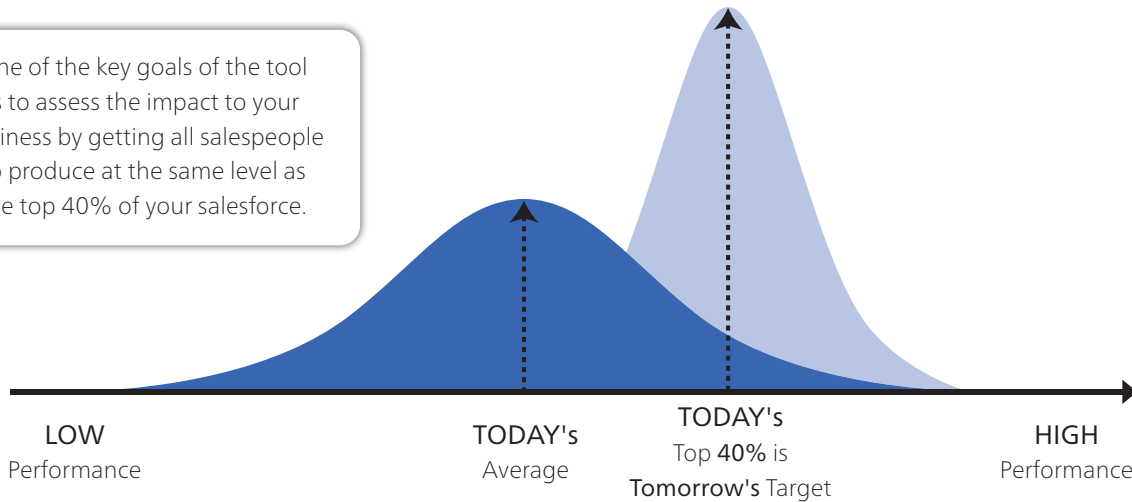
Analytical Evaluation:

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

The Top 40% in a Sales Force

Individual & Quintiling Measurement

One of the key goals of the tool is to assess the impact to your business by getting all salespeople to produce at the same level as the top 40% of your salesforce.



Up to 15 Salespeople (Individual)



Over 15 Salespeople (Quintiling Methodology)

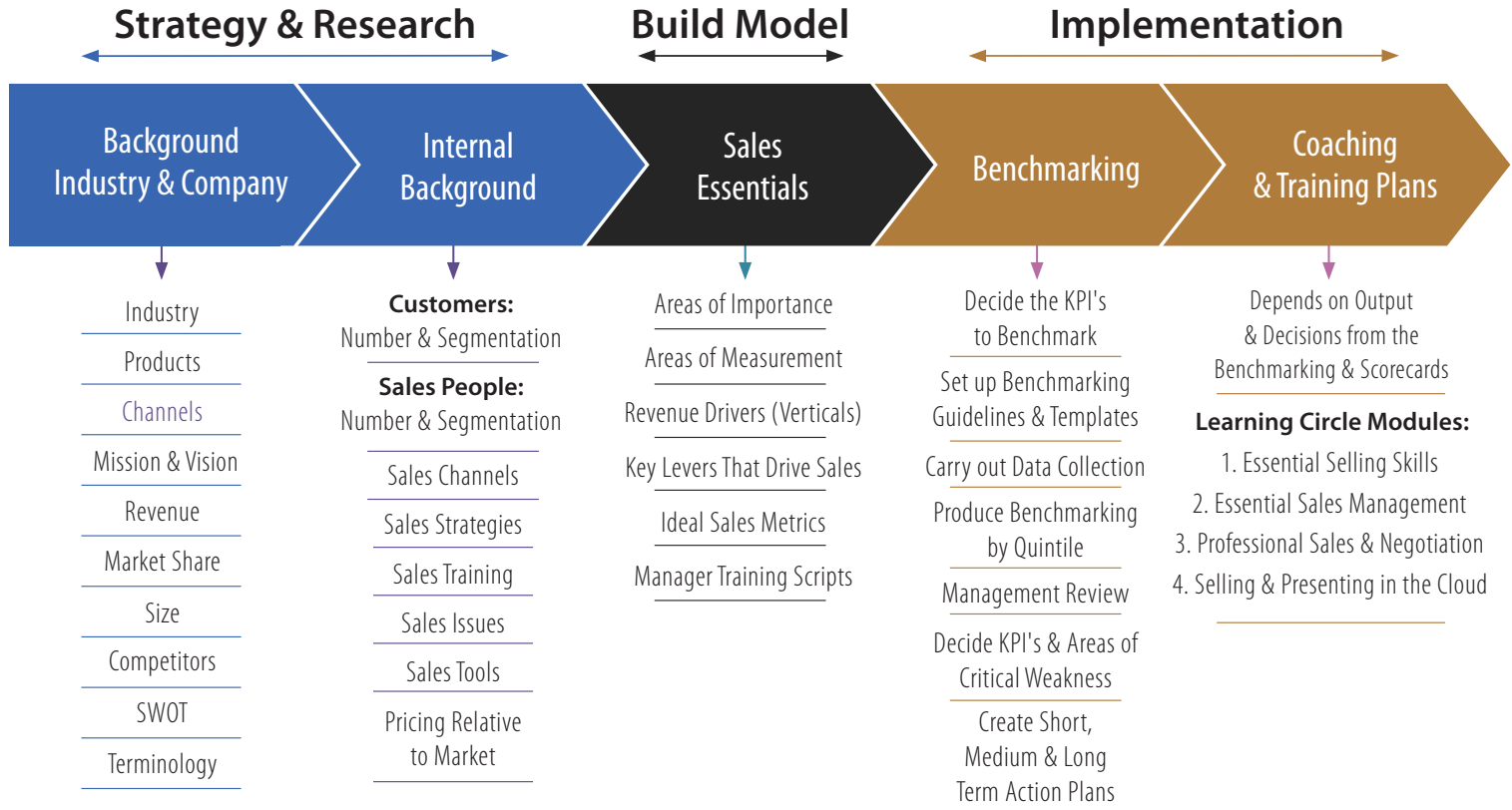


5 Equal Groups of 20% (Quintiling Methodology)
(Ranked from BEST to WORST)

'Where are the Numbers'

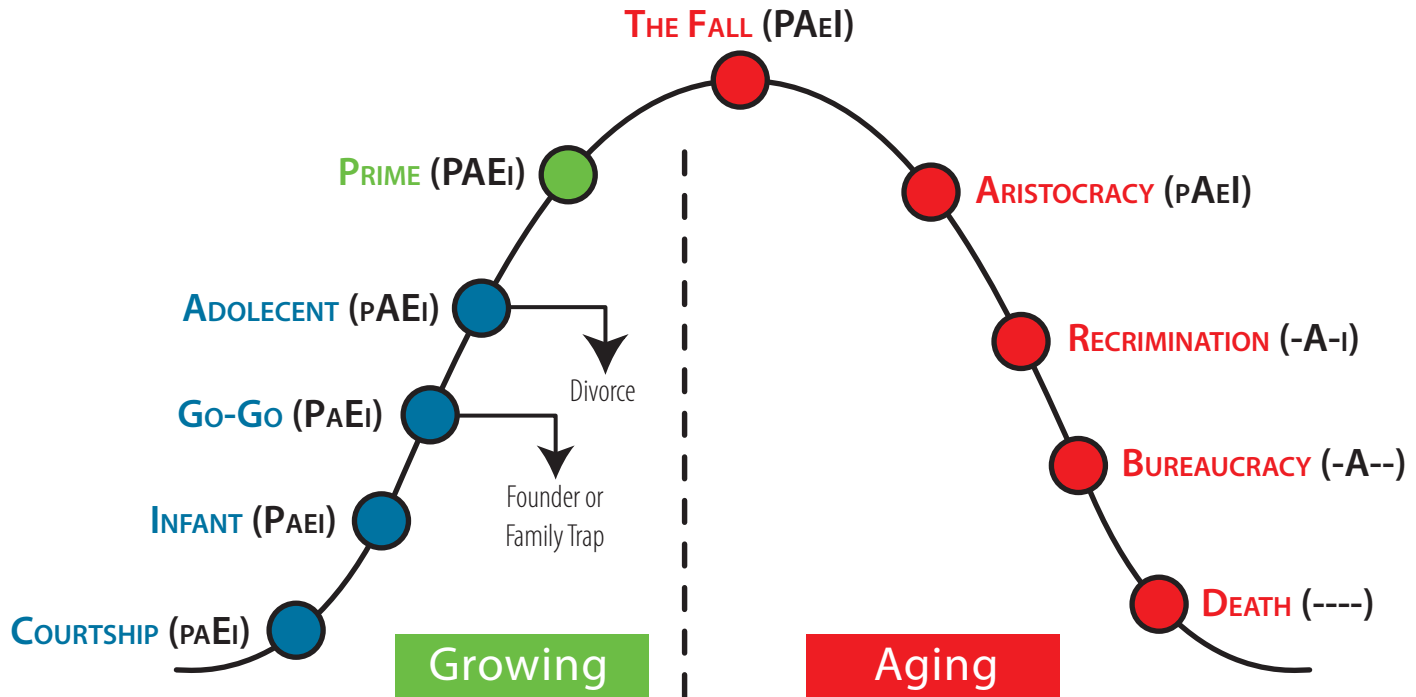
Data and Business Mapping

Management Workshop ▶ Customised Analysis ▶ Digital Learning ▶ Implementation



Lifecycle of an Organisation

The Four Roles of Management: PAEI



Key Workshop Session: *Roles*

Outline of the Four Roles of Highly Effective Organisations

Producer

Administrator

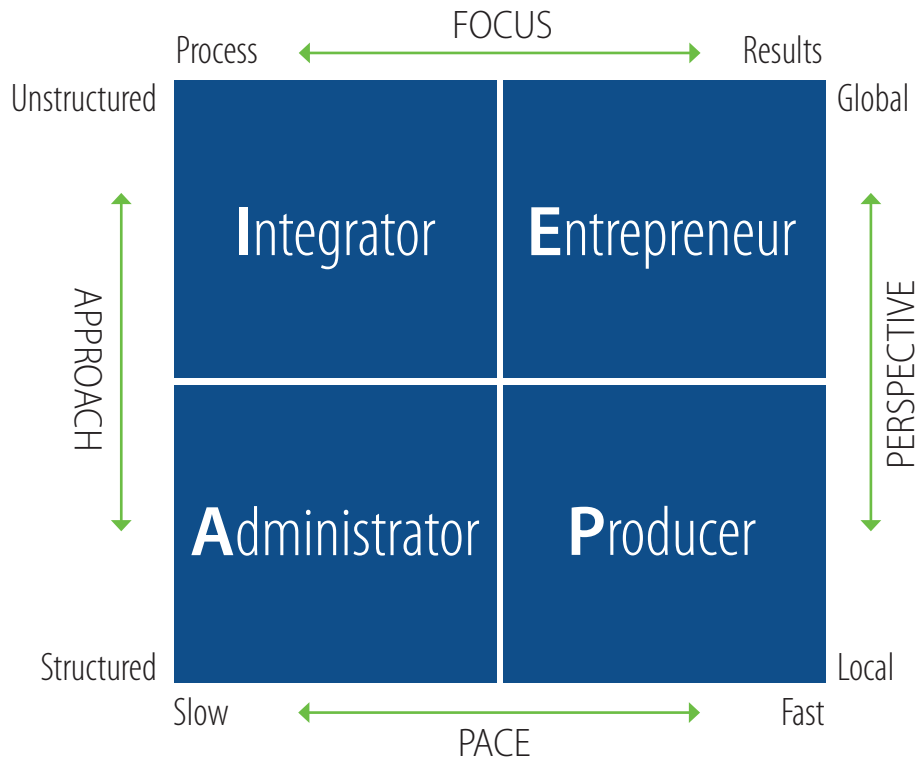
Entrepreneur

Integrator

For companies to be successful in the short and the long term there are only four management roles that need to be provided. Together they are sufficient, and individually they are necessary to ensure the long-term growth and sustainability of the business.

Key Workshop Session: *Styles*

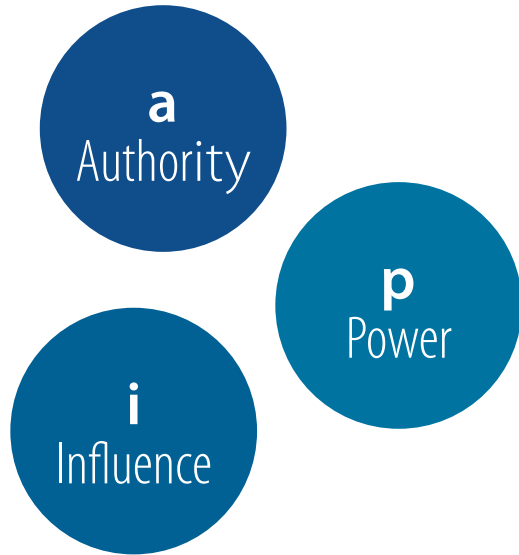
Management STYLES, and Harnessing CONFLICT



Different executives have different personal styles in the way they manage. This session outlines the Ideal Manager, why you cannot be one (no-one can) and how you can learn to manage the conflicts created by different styles.

Key Workshop Session: *CAPI*

How to Ensure EFFECTIVE Implementation of the DECISIONS You Make



Sources of Managerial Energy

If you have ever wondered why you cannot effectively implement or execute the decisions you have made, this session will show you how to predict successful implementation by how the implementation team is constructed. Do you have people on the team, not your friends and people you like, but a team which possesses **A**uthority, (to say Yes and No), **P**ower (to grant

or withhold agreement) and finally **I**nfluence (the ability to make someone do something without using Power or **I**nfluence (to be the recognised expert in the organisation that people trust). When these three elements are **C**oalesced on a team, you have **CAPI**, when you have **CAPI** you have the effective implementation of the original decision/task.

Key Workshop Session: *PIPs*

A **P**otential **I**mprovement **P**oint for the Business
Company Wide, or Focused on a Function Within the Company

Definition of a PIP

A **CONTROLLABLE**
Result or Process where
we are **NOT** doing the
BEST we can Do

Some Examples of PIPs

'We do not bill all our clients on time'
'We have no on-boarding process for new hires'
'We do not communicate effectively with our clients'



By listing PIPs and analysing their CAUSES we can set in motion
a TRANSFORMATION process for Sales, The Business and The Organisation

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OPTIMISATION

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