

selling better & more

I would rather buy from an enthusiastic trainee than an indifferent expert. "Enthusiasm & will to succeed" define a successful sales professional.

This module discusses these & other essential traits that help them to sell better & more.

Contents

- Attitude determines success
- Success recipe for a sales professional
 - Target orientation
 - Obstacles are a thing that a person sees when he takes his eyes off his goal.
 - Pre-sales planning & analysis
 - Plan, prepare & act
 - Achievement orientation
 - Activity vs. Achievement
- Sales process
 - Looking for opportunities
 - Customer interaction
 - DAPA Technique
 - Understand customer requirements
 - Offering befitting solutions
 - Effective Personal Communication & creating right impression
 - Leveraging your strengths
 - Dealing with difficult customers
 - Use Conflict to Your Advantage
 - Handling objections
 - Convert a prospect into an order
- Up-selling

Take Away

On attending this training workshop, the participants will understand "how to sell better & more". They will be inspired to improve their selling skills & practice learning in their work.

To benefit from this training workshop as an organization or, an individual or, a group, please [contact us](#).



Objectives

Generate a sense of purpose & target orientation

Look at & understand selling as a process

Sell & negotiate effectively

Sell better & more

Who should attend?

Operative level, Middle level

What is the duration?

1 day, 2 days

[choose duration](#)

Interaction language

English, Hindi/ English

Methodology

Multimedia Presentation

Lecture

Facilitated Discussion

Group exercise

Individual exercise

Study material

Anecdotes

Role plays

Games

Q & A

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