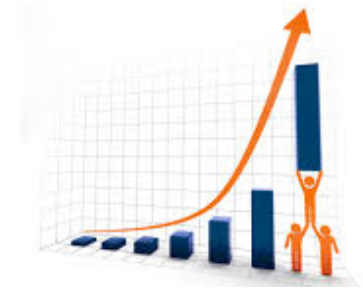


selling better & more

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.



Objectives

Generate a sense of purpose & target orientation

Look at & understand selling as a process

Sell & negotiate effectively

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.

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

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

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