

Selling to Succeed

OVERVIEW

One common quality of successful people is that they know how to sell themselves. This programme would describe basic qualities that a person must have to get succeeded in selling; be it personal qualities, selling skills or life skills.

PROGRAMME DURATION

Ideal for 2-days (9:30 AM to 5:30 PM)

LEARNING OBJECTIVE

- Know 'what' and 'to whom' to sell.
- Personal qualities.
- Planning & focus.
- Prospecting.
- Building rapport.
- Presenting.
- Closing & handling objections.
- After the sales.

SUCCESSFUL

