XXXXX Selling Techniques

Virtual Session

Essential Negotiation Skills

Conclusion & Consolidation

Complete the online self-directed learning asset which accompanies the first virtual workshop session.

This SDL covers the base theory for the full programme, an overview of the XXXXXX selling process, a deeper dive on preparing to sell and what skills to apply in “Listen and Learn” phase.

Next attend the first virtual workshop session for a deeper dive into the elements covered in the SDL.

You will get the opportunity to practice the skills and processes you will have learned in an interactive and safe environment through a number of interactive exercises and role plays.

Complete the online self-directed learning asset which accompanies the second virtual workshop session.

This SDL covers the base theory for the remaining steps of the XXXXXX selling process:

Open the scene,

Reveal the plan,

Emphasise the benefits,

Address Objections, and

Lock.

Next attend the second virtual workshop session for a deeper dive into the elements covered in the SDL.

You will get the opportunity to practice the selling skills and processes you will have learned in an interactive and safe environment through a number of interactive exercises and role plays.

Complete the online self-directed learning asset which accompanies the third virtual workshop session.

This SDL covers the base theory for Negotiation, with a specific focus on the preparation required to be able to negotiate effectively in today’s commercial world.