



Confederation of Indian Industry

CII Naoroji Godrej Centre of Manufacturing Excellence

Online Programme on

Art of Sales

28 October 2020 : 10.00am to 01.00pm

INTRODUCTION

Following the novel coronavirus disease 2019 (COVID-2019) pandemic, the world of work is severely affected during this crisis, therefore, all sections of society – including businesses, employers and social partners – must play a role in order to protect workers, their families and society at large.

The pressures of work, home and society in general have impacted our emotional well-being. We have started viewing certain things in a different light. The least importance that we have given is to our own emotional state.

LEARNING OBJECTIVES

In this workshop, the salespeople will walk through the sales process, practice sales skills to gain confidence and professionalism for increasing sales productivity and performance.

- Gain power of positive sales mindset towards achieving sales targets.
- Develop the skills, confidence and professionalism to make sales a success.
- Practice highly successful sales habits for better performance.

PROGRAMME FEATURES

- Knowing our Customers
- Mapping Self with Customers
- Customer Buying Decision Process
- What Influences the Buying Decision
- Case Study Discussion

Self-assessment will be conducted.

WHO SHOULD ATTEND:

- Sales executives or newly appointed salesperson who wants to master the art of fundamental selling skills.
- Sales professionals who want to refresh their sales skills.

FACULTY:

Dr.Tulika Pandit is a certified ICF Coach, NLP Practitioner, Facilitator and Coach with over 14 years of experience mentoring in the biggest corporates and Institutions of India

DATES / SCHEDULE OF SESSIONS

Date : 28 October 2020

Timings : 10:00am – 1:00pm

MODE OF DELIVERY : Through Microsoft Teams

PARTICIPATION FEES

Rs.3000/- + 18% GST per participant

For Registration please click on below given link

FOR NOMINATION & ENQUIRIES PLEASE CONTACT

Rupali

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