

Connecting with Your Customers through Effective Writing Skills

Integrative Sales Performance Improvement has been designed to give you the flexibility to customise training to meet your specific requirements. It is a suite of modules that encompass best practices across the industry, with a modular approach. We will work with you initially to understand your unique challenges, your type of sales, the skill level of your staff and your specific requirements for skills transfer. Once we have this understanding we can recommend the modules that will make up your training intervention and the job aids that might be required to support your participants – after they leave the classroom. All workshop modules take an approach of presenting concepts, methods and skills training combined with learning activities to facilitate experiential learning. Case studies, video clips, and role plays are used wherever possible to bring context to learnings and relevance to skills training.

DURATION

Please contact us for more information.