LEADING PRACTICE

We set the Enterprise Standards!

Sales Entry Courses

Sales Performance Coaching Programs

Follow on Coaching

Selling to CxOs Coaching

- CxO 1 — Selling to CxOs — Module 1 • 2 days
- CxO 2 — CxO Communication — Module • 2 days
- CxO 3 — Individual Coaching + Sales Style — Module 3 • 0.5 day
- CxO 4 — CxO Positioning — Module 4 • 2 days
- CxO 5 — CxO Value Case — Module 5 • 1 day

Individual Performance Coaching

Prospecting Coaching

- PRSP 1 — Prospecting — Module 1 • 2 days
- PRSP 2 — Prospecting Value Statement — Module • 2 days
- PRSP 3 — Individual Prospecting Coaching — Module 3 • 0.5 day
- PRSP 4 — Prospecting Techniques — Module 4 • 2 days
- PRSP 5 — Prospecting Closing — Module 5 • 1 day

Individual Performance Coaching

Value Based Sales Coaching

- VBS 1 — Value Based Selling — Module 1 • 2 days
- VBS 2 — Value Based Selling Communication — Module • 2 days
- VBS 3 — Individual Value Based Selling Coaching — Module 3 • 0.5 day
- VBS 4 — Value Based Negotiation — Module 4 • 2 days
- VBS 5 — Value Based Closing — Module 5 • 1 day

Individual Performance Coaching

Partner/Channel Manager Coaching

- PCM 1 — Partner Value Creation — Module 1 • 2 days
- PCM 2 — Partner Communication — Module • 2 days
- PCM 3 — Individual Coaching and Sales Style Analysis — Module 3 • 0.5 day
- PCM 4 — Partner Positioning and Closing — Module 4 • 2 days
- PCM 5 — Partner Management — Module 5 • 1 day

Individual Performance Coaching

Follow on Coaching

- SPS 1 — Sales Psychology I — 2 days
- SPS 2 — Sales Psychology II — 2 days

Individual Performance Coaching

- EIS 1 — Emotional Intelligence in Sales I — 2 days
- EIS 2 — Emotional Intelligence in Sales II — 2 days

Individual Performance Coaching

- Techn 1 — Advanced Technology Sales Enablement I — 1 day
- Tech 1 — Advanced Technology Sales Enablement II — 1 day

Individual Performance Coaching