

Program Objectives:

‘Tailor Made’ or ‘A Gun for Hire’ sales training courses are designed to meet the specific sales developmental requirements of individuals, groups or the extended team.

This workshop may be developed specifically for your team to focus on the unique skill requirements of your business and/or team, or the delivery of proprietary course developed by your organisation or by other companies .



Target Audience:

The target audience for ‘Tailor Made’ or ‘Bespoke’ workshops should include the key stakeholders and individuals who sell or support your sales teams. You choose who needs to be there.

Tailor Made Course Outcomes:

- ✓ Improve the skills of individuals in your team, groups within your team or the whole/extended team.
- ✓ Bring the whole team on to the same page or sharing a common base set of skills.
- ✓ Course outcomes are tailored specifically and uniquely to the sale requirements of your business and or team.

Workshop Approach:

The Tailor Made training workshops involve a disciplined methodology including:



The workshop will be structured to meet the course objectives and deliver the maximum impact.

The approach may include formal training, hands-on exercises, group work, pre & post course activities, quizzes and tests, class interaction/ experience sharing. The content may also include your company’s internally developed intellectual property or material.

Workshop Prerequisites:

To be discussed and agreed prior to the workshop.

Program Duration:

One or two days, as required.

Location:

The course may be run on or off site, as required.

Price:

Available on request