



SELLING & SALES

Course Objective:

To provide participants with an understanding of the Sales process and how to become proficient at Selling

Number of Participants: 12 approx.

Course Duration: One Day Course – 6 hours

Course Schedule: 3 courses to be delivered – March, September and November

Course Outline:

- ✓ Introduction and terminology of Selling in Business
- ✓ Theory and Psychology of Selling
- ✓ Developing a Sales pitch
- ✓ Implementing Sales Techniques

