



Attributes for Successful Selling

Overview

A different course for sales representatives, not the ABC of selling, but rather focussing on attributes required for successful selling teaching attributes for successful selling. The first seven modules are delivered on day one. Delegates are given a summative assessment. Day two is a month later and starts with report back on the activities where after the last four modules are delivered.

Content

Phase 1

- 1 Goal Orientation
- 2 Positive Thinking
- 3 Creativity and Entrepreneurial Skills
- 4 Assertiveness
- 5 Decisiveness
- 6 Energy and Enthusiasm
- 7 Hunger for Knowledge

Phase 2

- 8 High Self-esteem and Confidence
- 9 People Skills and Communication
- 10 Discipline and Time Management

For Whom Intended

Anyone in a sales role

Duration

2 days