



Management Training

We live in an environment where the only constant is change. Modification of assignments and projects are simply part of day-to-day life. Many times, negative behavior prevents us from being productive and sometimes affects interpersonal interactions. The way in which your sales managers supervise and coach their sales team under these conditions will significantly affect performance and job satisfaction. Management Training is a one (1) day workshop specifically designed to give Sales Managers the tools to make the most of their day-to-day interactions with their subordinates.

Sales Managers will find that these tools will help them and the people around them to make the most of interpersonal

Sales Managers will be able to discuss problems and challenges with their sales team and take advantage of the opportunities that lie ahead. They will also be able to reduce the potential for misunderstanding and miscommunication.

Ultimately, your Sales Managers will be able to increase their level of job satisfaction and obtain goals by working smoothly with others while defining roles, objectives, responsibilities, and have the capabilities to increase assignments.



On-Site Training: can be tailored to the needs of the clients/organization and delivered on-site at the time and location of client's choice:

- Understand the "what and why" of what sales people say, reducing the potential for misunderstanding
- Effectively manage and control anger, conflict and difficult situations
- Gain information by focusing on what other people are saying
- Be able to facilitate, guide, and close discussions in one-on-one or group settings
- Build and credit other people's ideas and avoid putting others on the defensive
- Make a positive impact on the quality of teamwork and productivity within the workunit by effectively give and receive feedback
- Provide the opportunity to go beyond individual effort while emphasizing the achievement of common goals
- Define and set up a method to track the sales staff's activities

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