

improve  
consultancy & training

Skill Development Workshops

Commercial Skill Areas	Sales Leaders	Senior Sales	Sales Mgr	Sales People
Advanced Consultative Selling Skills	✓	✓	✓	✓
Advanced Negotiation Skills	✓	✓	✓	
Business Sales Strategy	✓	✓		
Commercial Acumen		✓	✓	✓
Consultative Sales 'Master Class'	✓	✓	✓	
Consultative Selling skills		✓	✓	✓
Customer Service		✓		✓
Demonstrating Valuable Solutions	✓	✓	✓	✓
Finance for Non-Financial Managers			✓	✓
Generating Appointments			✓	✓
Increasing the Value From Suppliers	✓			
Introduction to Consultative Selling skills				✓
Major / Strategic Account Management	✓	✓		
Managing the Sales Process	✓		✓	
Negotiating Skills		✓	✓	✓
Persuasive Presentations	✓	✓	✓	✓
Telephone Sales				✓
Writing Persuasive Proposals		✓	✓	✓

Management Skill Areas	Sales Leaders	Senior Sales	Sales Mgr	Sales People
Assessment Centre's	✓		✓	
Building Successful Competencies	✓	✓	✓	
Coaching	✓	✓	✓	
Developing High Performance	✓	✓	✓	
Facilitation Skills	✓	✓	✓	
Leadership Skills	✓	✓	✓	
Management Skills	✓	✓	✓	
Managing Change	✓	✓	✓	✓
Managing the Distance Worker	✓		✓	
Meeting Skills	✓	✓	✓	✓
Performance Management	✓	✓	✓	✓
Practical People Management	✓	✓	✓	
Recruitment Skills	✓	✓	✓	
Team building	✓	✓	✓	✓