



Simple & Effective Selling

Duration: 1 Day
Non Accredited

Accreditation

This workshop is not currently accredited, however a certificate of attendance is provided for C.P.D purposes.

Introduction/Summary

“People buy from people” is a familiar and accepted phrase associated with both sales and service. In fact many people believe that the distinction between sales and service is less obvious now than it was years ago. Thanks to the internet and media, information on products and services are easily accessible and subsequently this has helped increase customers’ expectations.

This workshop introduces a consultative selling approach known as, The Eight Roles of Selling that can dramatically improve your success by helping you to get into your customer’s mind and match the way you sell to the way they want to buy.

This workshop is only available as one tailored to your organisations needs and the content will reflect your products, services and requirements and will be delivered at your own premises.

Requirements/Pre-Requisites

There are no pre-requisites for this course.