

OPTIMIZING SALES WITH NEURO LINGUISTIC PROGRAMMING (NLP)

AVAILABLE FOR OFFLINE & ONLINE

Sales and Marketing Series

OVERVIEW

The importance of persuasion & being a good influencer and negotiator in a fast-paced industry demands that sales executives and managers not only possess the ability to communicate well, but also have the attitude, knowledge and skills to connect with various types of customers and business associates on a behavioral level. This means that you need to have sufficient exposure to the intricacies of human psychology to effectively persuade, influence and negotiate with people at work. This workshop presents you with the opportunity to enhance your selling skills using NLP strategies in these important aspects.

OBJECTIVE

Tell what a negotiation is and the different personalities involved in sales.

Enhance your verbal and non-verbal communication skills during sales.

Overcome difficult situations and be more persuasive as an influencer and salesperson.

Handle difficult clients using persuasion, influencing and negotiation skills.

WHO SHOULD ATTEND?

- ✓ All Staff, Senior Managers, Managers, Executives and Supervisors from various departments, not necessarily sales personnel only.
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