

Professional Selling Optimization

COURSE DESCRIPTION

The Professional Selling Assessment and development guide helps salespeople, sales managers and trainers pinpoint the specific selling skills, habits and attitudes they should focus on for improved performance. The course is truly unique and cost-effective for every kind of person in sales and in middle management. A salesperson receives an immediate feedback report regarding strengths and skill development opportunities. Numerous training resources are available to begin training immediately, targeting the areas identified by the assessment.

DISCIPLINE

Leadership and
Management

DELIVERY METHOD

In-house

COURSE CONTENTS

- Self-administered, self-scored selling optimization assessment
- Fully validated and field tested
- Development Guidebook
- Facilitator Guide
- Audio Reinforcement
- Additional reinforcement resources available



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