



Sales & Influencing Workshop Agenda (2hrs 30mins)

- 5 mins **Aims**
- 5 mins **Reminder of Jungian axes**
- 10 mins **Colour Approach to Sales** – Exercise 1
- 10 mins **Review of HP Influencer Report** – Exercise 2
- 10 mins **Effective and Ineffective Comms** – Exercises 3 & 4
- 20 mins **Sales Scenarios** – Exercises 5 & 6
- 10 mins **BREAK**
- 15 mins **Verbal and non-verbal comms styles** – Exercises 7 & 8
- 10 mins **Your Sales Team** – Exercise 9
- 10 mins **Sales Drivers & Blockers** – Exercise 10 & 11
- 10 mins **Planning a Pitch** – Exercise 12
- 15 mins **Final Reflection**