



Sales & Influencing Workshop Overview

Who is this workshop for?

This workshop is for sales teams and indeed any team who need to sell themselves or their products. In addition, it is for teams that want to provide excellent and personalised customer service.

What are the benefits of this workshop?

Your team will:

- ✓ Know how different people engage with change and what may cause them to get stuck
- ✓ Understand individual strengths and potential development needs in this area
- ✓ Explore effective sales and influencing techniques for different audiences
- ✓ Optimise communication with stakeholders
- ✓ Consider how written and verbal communication styles can influence this area
- ✓ Understand different clients' potential drivers and blockers
- ✓ Learn ways to practically apply these concepts to current situations and clients

Additional workshop options

- Communication and Conflict
- Stress and Resilience
- Team Cohesion
- Change Management
- Leadership Development