

A One to Two Day Interactive Training Module

Content :

Almost all employees need to convince their seniors, juniors or team members of their ideas and seek buy in. These employees might not be doing direct sales, but their convincing abilities will certainly lead to more result oriented communications and save lot of time, energy, efforts and may be money. After this training program participants shall be able to put their ideas forth in much more lucid and acceptable way. They shall be able to make others see value in their view point and convince others effectively.

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Program Developed By :

Vikas Vats, HR Thought Leader, Corporate Trainer & Coach with exp of over 1600 Days of Trainings, Spoken over 17,000/- hours.

To be Conducted by :

1. Understanding that every people interaction is a potential sales / convincing opportunity
2. Learn how human mind works and processes logics and emotions.
3. Power of subconscious mind and how to impact other's subconscious with your thought.
4. People Hate being Sold , They Love to Buy – How to present differently
5. Making people willing to be convinced by you.
6. NLP Approach to build immediate rapport and make way to people's heart.
7. Building Trust with Self Disclosures
8. What Is Consultative Selling?
9. Understand the value of becoming a trusted advisor
10. Understand how to add value by offering solutions.
11. Preparation For Consultative Selling
12. The Core and the Pitch, How to prepare a Winning "Pitch"
13. Fast track Convincing – Elevator Pitch
14. Dealing with Objections amicably
15. Persuasion Vs PreSuation
16. Using PreSuation to prepare others mind to accept your view point
17. Priming the Customer's Mind
18. The Art of Successful Closing - Learn how to identify 'buying signals' and 'close'
19. Mastering the Negotiation Skills

20. Practice effective questioning and listening skills to learn what the customer really wants.
21. Using Win-Win Model for all Stakeholders

Questions to be Asked :

1. Who is the target Audience
2. To Whom the target audience sells and what do they sell
3. The target audience has more of internal or external Customers
4. What results you want to see after the program
5. What should change after the program
6. How will you measure the effectivity of the program
7. Any topic you want to be covered ?