

Verkaufstraining

# High Impact Sales Academy

Präsenzseminar

Develop people skills Master the selling process Deliver powerful presentations

## **Trainingsinhalte:**

In this journey, you will learn how to plan and organize professional sales presentations, create and maintain a positive impression, be more natural and relaxed when making presentations, communicate ideas with clarity and force, sell ideas and inspire others. By the end of the journey, you will have completed three Dale Carnegie programs - The Dale Carnegie Course - Winning with Relationship Selling - High Impact Presentations

## **Nutzen des Trainings:**

Building on our Individual Assessment activities, we start the journey by providing the foundational People and Communications Skills (also addressing Attitude and Enthusiasm, Stress and Worry and Self-Confidence) and then focus on developing the skills necessary to address sales and presentation effectiveness.

## **Ziele, die Sie mit dem Training erreichen werden:**