



## 2-DAY TRAINING ON PROFESSIONAL SELLING TECHNIQUES & AFTER SALES SERVICE

### TRAINING OUTLINE

#### Training Methodology

- *Very Interactive Mode*
  - to allow lively discussion and feedback with other participants to reinforce learning
- *Short Plenary*
  - Short lectures to build the basis and platform on which participants can build on during break-out session / group discussions
- *Break-Out Sessions & Group Presentations*
  - Dividing participants into small groups to discuss cases and issues set by consultant to encourage team spirit in solving problems
  - Presentation of the break-out sessions to exchange views with other groups
- *Personal Exercises & Demonstrations*
  - Personal exercises to assess extent of own capabilities
- *Role-Plays*
  - Role plays are a reversal of role - put yourself in the shoes of a potential buyer, what do you expect from sales personnel?
- *De-Briefing Sessions*



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**Who Should Attend**

- Sales Managers & Sales Executives
- Marketing Managers & Marketing Executives
- Business Development Managers & Marketing Executives
- Professional real estate agents acting as marketing agents for developers