

Consultative Selling Process

(Five days Course Module)

1. Understanding Evolution of Sales in current scenario
2. Defining Sales Ver2.0
3. Identifying the Under Current Power and Potential
4. Principles of Selling
5. Customer Centered Selling Techniques
6. Understanding Customer's Buying signals and building decision criteria
7. Professional Way of Selling and its benefits and results
8. Six Steps of Consultative Selling
9. Identifying Customer needs and in turn Generating Need
10. Effective and Impactful Business Communication Skills
11. Probing Skills
12. Negotiation Skills
13. Effective Delivery of products and Services
14. CRM and references
15. Understanding Propositions of Consultative Selling
16. Closing and Myth and facts



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