

Sales Skills

Curriculum	Series	Course Title	Duration
Sales Curriculum			
	Competitive Seilling		
		Competitive Selling - Beating the Competition	2 Hour(s)
		Competitive Selling - Defining Value	2 Hour(s)
		Competitive Selling - Enhancing Value	2 Hour(s)
	Managing Business Risk		
		Managing Business Risk - Developing a Risk Management Plan	2 Hour(s)
	Relationship Management		
		Relationship Management - Building the Client Relationship	2 Hour(s)
		Relationship Management - Maintaining the Client Relationship	2 Hour(s)
		Relationship Management - Preparing the Client Relationship	2 Hour(s)
	Sales Forecasting		
		Sales Forecasting - Applying Forecasting Methods	2 Hour(s)
		Sales Forecasting - Forecasting for Success	2 Hour(s)
		Sales Forecasting - Forecasting Your Own Accounts	2 Hour(s)
	Sales Negotiations		
		Sales Negotiations - Fundamentals of Negotiation	2 Hour(s)
		Sales Negotiations - Negotiation Execution	2 Hour(s)
		Sales Negotiations - Negotiation Strategies	2 Hour(s)
	Sales Presentations		
		Sales Presentations - Delivering the Sales Presentation	2 Hour(s)
		Sales Presentations - Developing High Quality Sales Presentations	2 Hour(s)
		Sales Presentations - Preparing for Sales Presentations	2 Hour(s)

Sales

	Communication 101		
		Sales University® Sales Communication Essentials	7 Hour(s)
		Sales University® Sales Communication Foundations	7 Hour(s)
		Sales University® Telesales Communication	6 Hour(s)
		<i>Simulation</i>	
		Sales Communication Techniques Simulation	.5 Hour(s)
	Field Sales Foundations		
		Applying Your Field Sales Approach	4 Hour(s)
		Completing Your Field Sales Approach	3.5 Hour(s)
		Field Sales Foundations	3.5 Hour(s)
		Planning Your Field Sales Approach	4.5 Hour(s)
		<i>Simulation</i>	
		Field Sales Skills Simulation	.5 Hour(s)
	Inside Sales Skills		
		Completing Inbound Sales Calls	5 Hour(s)
		Completing Outbound Sales Calls	5 Hour(s)
		Initiating Outbound Sales Calls	3.5 Hour(s)
		Preparing for Inbound Sales Calls	5 Hour(s)
		Preparing for Outbound Sales Calls	6 Hour(s)
		<i>Simulation</i>	
		Inside Sales Skills Simulation	.5 Hour(s)
	Sales Manufacturing: Building a Predictable Sales Machine		
		Sales Manufacturing: Identifying Sales Opportunities	5 Hour(s)
		Sales Manufacturing: Sales Production	6 Hour(s)
		<i>Simulations</i>	
		Sales Manufacturing Simulation	.5 Hour(s)
	Sales Team Management		
		Building a Winning Sales Team	5.5 Hour(s)
		Communicating in Sales Teams	2.5 Hour(s)
		Motivating a Winning Sales Team	4.5 Hour(s)
		Using Business Tools to Manage a Sales Team	3 Hour(s)
		<i>Simulation</i>	

