



SALES INFLUENCING AND SELF MOTIVATION PROGRAM



Overview

Why is it so apparent in an organization that there are those who are super achievers while others are being so mediocre in the same field? I would say that actually there are a few traits either inborn or developed, that made those super sales achievers a different breed.

Among those traits are:

1. The attitude to succeed
2. The commitment to pursue
3. The passion for their field
4. Delivering what they promised
5. Doing things in a certain way
6. Superb persuasive skills

A super sales achiever has the ability to use his persuasion to influence the outcome to his advantage. Persuasion and influencing is an art. It is evident everywhere, everyday at any time.

Nobody ever do things out of his own free will. They are persuaded or influenced either by people, by circumstances, by their belief system or by their desire. What you will experience here are persuasive and influencing techniques that can help you to become super achievers.

Targeted Group

- Suitable for all levels of personnel.

Duration

- 2 days

Course Schedule

Day 1

TIME	ACTIVITY	DETAILS
09:00a.m.- 10:30a.m.	PART 1 - Developing your inner self – Attitude, Commitment & Trust	<ul style="list-style-type: none"> • The 3 steps SEE principle – Smile, Eye Contact & Enthusiasm • Understanding the sales process • Understanding the behavioral positioning of customers during the sales process. • Why negotiation is important • Understanding the needs of a customer
10:30a.m.- 10:45a.m.	Morning Break/Teatime	
10:45a.m.- 12:00p.m	PART 2 - Factors that controls people’s perception and thinking	<ul style="list-style-type: none"> • Getting enthusiastic about your services/products/company • Building credibility to win over your customers • How to create the desire to belief in you • The 5 impulse factors to influence people’s thinking • The persuasion skills power tool – Associating, Consistency, Bonding & Commitment
12:00p.m.- 1:00p.m	Lunch	
1:00p.m.- 2:30p.m	PART 3 - Using the DAGGER approach	<ul style="list-style-type: none"> • Doubt – how to deal with his suspicion • Anger – how to deal with his past bad experiences • Greed – how to hide your desperation in wanting to win him over • Growth – how to inspire him to grow with you • Enthusiasm – the vital influencing tool • Risk – how to allay his fears
2:45p.m.- 3:00p.m.	Afternoon Break/Teatime	
3:00p.m.- 4:45p.m.	PART 3 - Using the DAGGER approach (Con’t)	2. Role play assignment
4:45p.m.- 5:00p.m	Recap & Summary	



Course Schedule

Day 2

TIME	ACTIVITY	DETAILS
09:00a.m.- 10:30a.m.	PART 4 - Using persuasive communication skills	<ul style="list-style-type: none"> • Verbal persuasion and influence • Non – verbal persuasion • Emotional or unemotional • Assertive or non-assertive • Determining the logic factor 2. Impulse Factors that motivate people to your way of thinking.
10:30a.m. -10:45a.m.	Morning Break/Teatime	
10:45a.m.- 12:00p.m	PART 5 - Sharpen your persuasion skills	<ul style="list-style-type: none"> • Injecting Humor • Injecting charisma • Injecting empathy • Injecting body language 2. How to deal with difficult people
12:00p.m.- 1:00p.m	Lunch	
1:00p.m.- 2:30p.m	PART 6 - Understanding perception and emotions.	<ul style="list-style-type: none"> • Understanding perception and emotions. • Understanding and building leadership skills • Motivation comes from your inner self – How to get the best out of yourself.
2:45p.m.- 3:00p.m.	Afternoon Break/Teatime	
3:00p.m.- 4:45p.m.	PART 6 - Understanding perception and emotions. (Con't)	<ul style="list-style-type: none"> • Sales Motivation – Its Benefits not the features that sells!! • The MASTER Sales Professional
4:45p.m.- 5:00p.m	Recap & Summary	



About Elite Indigo

Elite Indigo Consulting provides corporate training to the semiconductor and manufacturing industries. With a humble beginning of one founding member with passion and desire to share his 20 years of experiences in Smart Manufacturing for global manufacturing facilities, now, we have a strong and competent team of 20 members, all aligned with company mission, vision and core values.

Our Mission

"Transform Data into Insights - Leap Forward"

Our Vision

Be a Global Trusted Advisor in the Areas of Skills Development, Consultancy & Software Solutions specialising in Semiconductor & Manufacturing industries.

Our Core Values

