



First Select

Effective Sales Meeting and Negotiation Skills

Date	Venues	(\$Fees	Book your seat
22 Dec -26 Dec 2024	Kuala Lumpur	3300	Register Now

Objectives:

This course is designed to empower participants with the knowledge, skills and attitudes required for effectively introducing organizational change, namely: planning, for change; considering what happens to people in times of transition; dealing with resistance through increased team involvement and developing the techniques of leading employees towards the shared vision of the organization.

Who should attend?

Sales managers, sales supervisors and team leaders involved in leading a sales team.

Course Outline:

- Understanding organizational change
- Exploring the future workplace
- Preparing for change
- Understanding what happens to people before, during and after change
- Managing the transition
- Communicating about change
- Dealing with resistance
- Negotiating new work arrangements
- Increasing team involvement
- Developing inspired change leadership
- Developing a change action plan for success

WORKSHOP STYLE:

This will be a participative workshop with a mix of interactive learning sessions, exercises and discussions aimed to provide maximum impact and learning retention for all delegates.

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