

Successful Influencing in Sales Communication



INTRODUCTION

Clinching deals and generating revenue... but what really makes a sales person successful? It all begins with communication. Effective communication is indeed crucial to sales success and so does knowing your clients.

In this one day workshop, you will discover more about yourself and others with the MBTI® instrument. Focused to better your sales communication, you will also learn how to apply the MBTI® type theory to help you to communicate better with your sales prospects.

PROGRAM OUTLINE

- Introduction to the MBTI® instrument
- Understand the use of MBTI® instrument and explanation of type theory
- Understanding MBTI® preferences
- Facilitating participants to arrive at the best-fit type
- Understanding how each preference type communicate with others
- Application of MBTI® preferences and type theory to improve sales communication and technique

LEARNING OUTCOMES

- Increase self-awareness of their preferred personality type
- Understand type theory and explore MBTI® application tips and exercises
- Recognize and appreciate differences between the personality types
- Improve understanding of the ways people perceive, absorb and process information and applying into sales communication

BUSINESS OUTCOMES

Participants will gain better insights about themselves and others. They will be able to apply workshop learnings by adapting their communication strategies to influence sales. Improving their communication with others will also help to reduce conflicts and benefit your team, enabling the team to perform optimally.

PROGRAM DETAILS

(Please visit our training page for dates and fees)

Delivery: Virtual

Duration: 1 Day, Session starts at 9:00am

Program Material Includes:

- MBTI Personal Impact Report

WHO SHOULD ATTEND

Sales Professionals, Sales managers, Entrepreneurs. Anyone who want to be successful in communicating and selling.

GET IN TOUCH

Our team is here to help you! Please contact us with your questions and support needs.

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