

## Training Camp – Sales Presentation

**Length:** 1 Day

**Summary:** The Sales Presentation Training Camp is a learning program that employs outcome-based delivery that focuses on preparing you with the practical negotiation skills that you will need to achieve for your professional development goals and to accelerate your career. Effective presentation skills are essential to deliver solid sales pitches, land the big account, or get approval for an important project.

**Target Audience:**

- Sales Consultants
- Sales Account Executives
- Sales Managers

**After completing this course:**

- You will reduce the amount of lost sales due to awkward techniques.
- You will increase sales from more up-sells, cross-sells, and referrals.
- You will determine the best-qualified prospects and avoid time wasters.

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## COURSE CONTENT

In this Presentation Skills Training Camp, you will learn how to create and deliver effective presentations.

- Identify and use effective presentations, use different types of presentations, plan a presentation, and determine the primary and secondary objectives.
- Analyze the audience.
- Incorporate visual aids, understand the types of visual aids, display, and create visual aids.
- Handle the questions effectively, approach the question-and-answer session, responsibilities during a session, and handle challenging questions.
- Persuade a presentation, understand the goals of persuasion, organize a persuasive presentation, and use the methods of persuasion.
- Find your Comfort Zone in Selling