

STAR Sales

Cognitive self-sufficient style sales

Effectively identify customer buying style

Grasp the "difference" sales strategy

Overview

This course will help participants to analyze the use of psychological tools to effectively identify customer buying preferences, use the appropriate marketing strategies to achieve business goals.

Sale key1 : Preparation

Sale key 2 : Identify clients

Sale key 3 : Product Knowledge

Sale key 4 : Advisory Sale

Sale key 5 : Unique Sale Points

Sale key 6 : Handling Objection

Sale key 7 : Reach Agreement

Sale key 8 : Close the Deal

Sale key 9 : After - Sale

Understand
Own Sale Style

Sale
Understanding
Difference of
Individuals

课程时间
2天

Effective
Response
Sale Target

Maximiz
e
Sale

Train The Trainer Series

Correct positioning of their role, to learn training techniques

Enhanced interactive training to enhance student engagement

Master training needs survey method to construct training framework

Overview

This series of courses in three phases to help trainees master those competencies of a good trainer should have. The ability and skills to help the trainees in the course is more than teach the task of standardization, but according to their own experience and research needs to meet the needs of students.

Target

- Corporate Trainers

Duration

2-Day of each stage

Elementary TTT course
Presentation skills training

For the mass: the company to complete a standardized curriculum taught as the main duties and content requested

Advanced TTT course
Training interactive technology

For the mass: There is some training design and implementation responsibilities house trainer

In-Depth TTT course
Research needs and Course Design

For the mass: daily core business and often need interviews; curriculum design is a main component of work duties

Building a High-Effective Talent Acquisition Team

Internal search Raiders

Cover the whole process of the talent acquisition

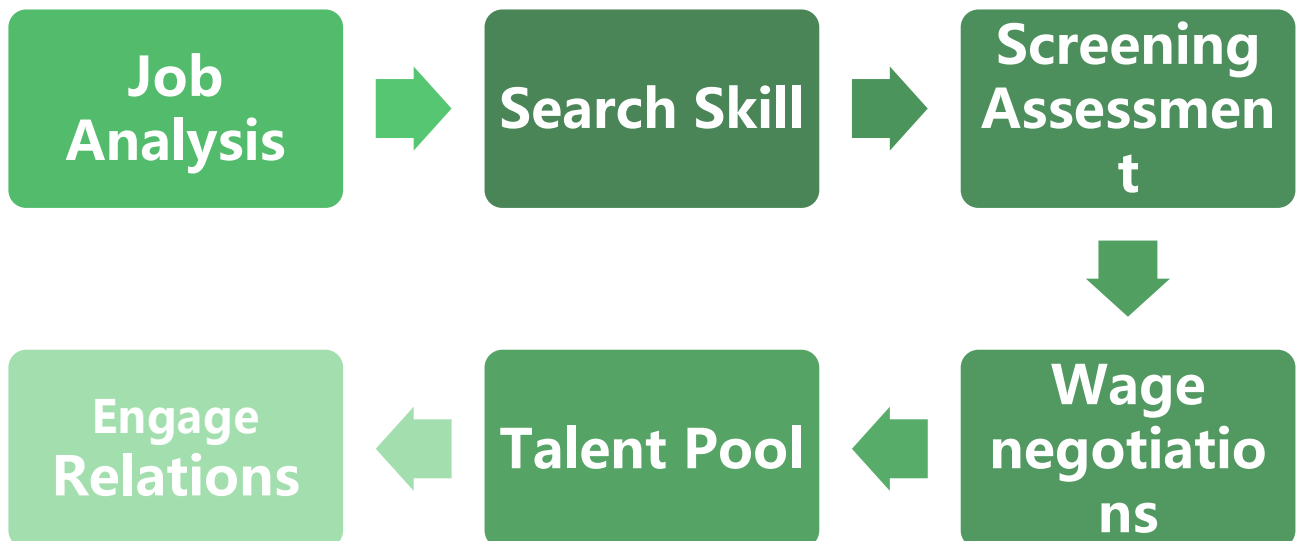
Effective communication and management expectations of the parties

Overview

The curriculum system of combining the job from requirements analysis to the whole process successful Offer in key skills. For you to establish a highly efficient team of talent introduction opens the door to success

Target

- HR Recruitment Leader
- Recruitment Line Manager
- Other members of the recruitment team



Situational Leadership

Recognition tasks and requirements of employees' readiness

Diagnosis the readiness of a leader

Select the appropriate leadership style

Overview

Founder of situational leadership, organizational behavior guru Paul Hersey said: "situational leadership model helps leaders change their leadership behavior, so that enterprises in a variety of drawbacks Circumstances."

Target

Business leaders, branch or regional manager, department director, department managers, various team leaders, hoping to enhance their influence in the business elite.

Duration 2-Day

**Recognition
Staff task
& requirements**

Employee recognition tasks and requirements is a prerequisite for being a leader in the assessment of readiness. In order to accurately assess the readiness to be a leader, an effective way to work is to be sub-divided.

**Diagnosis
the leader
Readiness**

(R1)

No ability, no intention or restless (R2)

No ability, but intention & restless

(R3)

Employee recognition tasks and requirements is a prerequisite for being a leader in the assessment of readiness. In order to more accurately assess the readiness to be a leader, an effective method is to have the ability to work fine, no will or restless

(R4)

Have ability, intention or restless

**Pick the
right
Situational
Leadership**

A style (S1)

Informed leadership style
Style II (S2)

Persuasive leadership style
Style three (S3)

Participative leadership style

Style four (S4)

Authorized leadership style

Creative thinking & problem solving

Cultivate a sense of innovation and attitudes, improve individual and team innovation capability

Understand the key factors that hinder innovative thinking

The use of innovative thinking tools and methods to solve practical problems in work

Overview

Innovation in today's society is increasingly becoming key words and organizational development, and everywhere, such as: concepts, technology, business models, organizational management exist innovation. This course will help the trainees to establish a sense of innovation and attitudes, practical tools and methods to master innovative thinking, and applies to all levels of business organizations, in particular the product, the technology sector and strategic management.

Duration

2 Day

Cultivation of Innovative Awareness

Be a creative individuals / team

Think Out of the Box

Understand what hinder to be creative

Master the Creative Thinking Tools

Learn the way of tackle problem in creative way

Practical Exercise

Use innovative ideas to lead the new project

Effective 360° Communication

Understanding the role of communication, personal branding

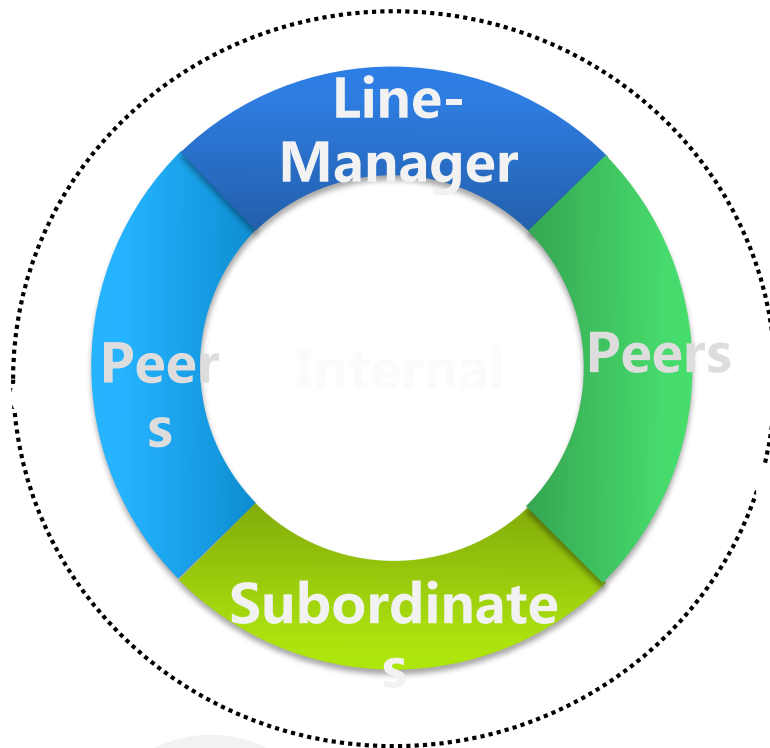
To understand your audience, learning communication skills

To achieve the enterprise, efficient all-round external communication

Overview

Communication everywhere, this course will help trainees understand the deep understanding and communication. Through practices help trainees to enhance communication skills.

Duration 2-Day



Role during communication

Understand others

Impactful Influencing

Effective Communication

Customer Experience Management

Solution

Ascertain the effect of customer perception of communication, behavioral skills

Led the team to complete customer satisfaction goals

From the perspective of strategic planning, realization of customer experience strategy

Overview

This course content are target for the staff in different levels, from the individual, program, ideas from three levels to help enterprises improve customer service levels with customer-centric approach.

Target

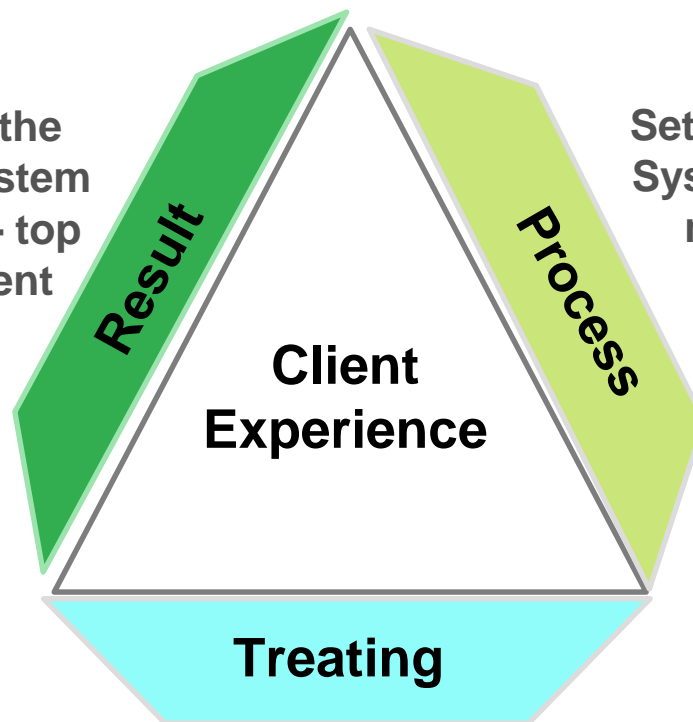
- All levels of staff
- Senior managers

Duration

2-day per program

Strategize the Services System for Middle – top management

Set-up of Services System for Middle management



Handling Objections and relationship building
For Junior Execution level

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Sale Understanding Difference of Individuals

Effective Response Sale Target

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Maximize Sale