

TS Team Selling

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Team Selling: As competition increases, and prospects and customers expect more from their vendors, one way for you to achieve a competitive advantage is to draw upon resources within your company.

Many people in your organization have something to offer, and as a team seller your challenge is to identify those individuals and leverage their strengths on behalf of your prospects and customers performance. By leveraging the expertise of your colleagues you will add power and impact to your selling efforts.

Leveraging your resources is an important tool for achieving a competitive advantage in today's marketplace.

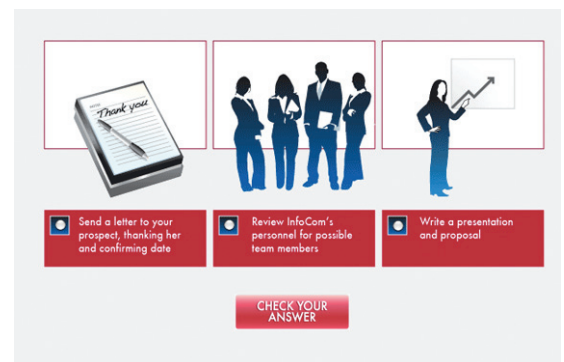
Utilizing teams to create power is one way to achieve this.

In this module, you will learn how to identify and manage team selling opportunities. Specifically, you will learn how to select the most appropriate team members, coordinate their efforts, provide leadership and vision, leverage team member's expertise and use communication to improve the team's performance.

COURSE OUTLINE:

- Self-Assessment
- Introduction to Tactics:
 - Part 1: Establish the Team
 - Part 2: Create the Strategy
 - Part 3: Lead the Team
- Practice Team Selling Exercises
- Knowledge Challenge

eLearning with real-world relevance



Each course includes tactics, techniques, simulations, and assessments to teach and refresh all of the skills necessary to succeed in any sales situation.

Designed for adult learners



Because of the rich instructional design, the ValueSelling Essentials courses can be tailored to any company, language, or selling situation.

What is ValueSelling Essentials®?



The innovative e-learning instructional design engages sales professionals in courses that provide a memorable and compelling professional development experience. Using simulations to

promote the highest level of interactivity with the participant, ValueSelling Essentials can be customized for large enterprises to tailor the look and feel of the series to the company's character. In addition, all the courses in the series can be adapted for specific uses.

The ValueSelling Essentials series of e-learning courses can be purchased in its entirety or by individual course.

ValueSelling Essentials is built to the highest standards and is SCORM-compliant. In addition, it is closed-captioned for the hearing impaired.

For more information, visit <http://www.valueselling.com/our-solutions/valueselling-essentials.html>



is a series of 10 e-learning courses, each 45 minutes long, designed to build basic sales skills and increase win rates. The series utilizes the latest technology to facilitate efficient and effective adult learning.

Communication Techniques



Client-Facing Skills



Productivity Skills



About ValueSelling Associates

ValueSelling Associates, based in Rancho Santa Fe, CA, is the creator of the ValueSelling Framework®, the sales methodology preferred by sales executives around the globe. Since 1991, ValueSelling Associates has helped thousands of sales professionals increase their sales productivity. Offering customized training to FORTUNE 1000 companies, mid-sized businesses, to early stage startup organizations, ValueSelling Associates' proprietary sales training tools and consulting services deliver measurable results.

Clients turn to the experts at ValueSelling Associates for classroom and online training and consulting services that yield immediate impact, repeatable strategies, and sustainable results.

Visit www.valueselling.com.

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