Mindluster Platform

About the course Sales course

Course Presenter : Management Courses - Mike Clayton

Sales course: In this course, we will learn essential sales techniques, including understanding customer needs, effective communication, negotiation, and closing deals. Enhance your ability to build relationships and achieve sales success. Management Courses - Mike Clayton

Business Category's Courses

Course Lesson(27)

Lesson 1 : **After Sales Activities Sales Process Part 9 of 9**

Lesson 2 : **Handling Objections to the Sale Sales Process Part 7 of 9**

Lesson 3 : **Opening the Sales Meeting Sales Process Part 4 of 9**

Lesson 4 : **Pre Sales Activities Sales Process Part 2 of 9**

Lesson 5 : **Presenting Solutions Sales Process Part 6 of 9**

Lesson 6 : **Sales Meeting Rapport Building Sales Process Part 3 of 9**

Lesson 7 : **Diagnosis Diagnosing the Customer s Need Sales Process Part 5 of 9**

Lesson 8 : **Sales Prospecting Sales Process Part 1 of 9**

Lesson 9 : **Seeking Commitment Closing the Sale Sales Process Part 8 of 9**

Lesson 10 : **The Sales Process a Summary of the 9 Step Selling Process**

Lesson 11 : **Master Selling Why People Do and Don t Buy**

Lesson 12 : **5 Components of a Powerful Sales Attitude**

Lesson 13 : **Mary Kay Ash The Mary Kay Way of Selling**

Lesson 14 : **Sales Success Tips Sales Do s Don ts**

Lesson 15 : **Dale Carnegie How to Win Friends and Sell to Them**

Lesson 16 : **Cold Calling to Get a Sales Appointment**

Lesson 17 : **Pricing and Fear of Price**

Lesson 18 : **You Need a Sales Strategy Which One**

Lesson 19 : **Sales Optimization Upselling Down selling and Cross selling**

Lesson 20 : **The 1 2 3 of a Successful Written Sales Proposal**

Lesson 21 : **How to Qualify Your Sales Prospects**

Lesson 22 : **Solution Selling Neil Rackham s SPIN Selling**

Lesson 23 : **The Miller Heiman Strategic Selling Methodology**

Lesson 24 : **Daniel Pink To Sell is Human**

Lesson 25 : **The Complex Sale 101**

Lesson 26 : **What is the Sales Funnel**

Lesson 27 : **Account Management What is Account based Selling**

Related courses

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