



Course Code: **M1107**

Achieving Sales Goals with Customer-Centric Selling Techniques

COURSE INFORMATION

Sessions
2 days

Duration
15 hrs

Level
Beginner

Assessment
NA

VENUE

Address: 3/5 Esan Close, College Estate, Off Oko Oloyun Street, Off Isheri-Igando Expressway, Igando Lagos, Nigeria 100216.

WHAT'S THIS COURSE ABOUT

Topic 1. Foundations of Selling

Selling Mindset

Selling Like a Human

You've Got to Want It

Confidence & Focus

Fear Reduction

Sales Strategy

Math of Sales

Goal Setting

Understanding Buyer Psychology

Psychology of Influence

Why People Buy

Buyer's Matrix

Exactly What to Say

The Power of Words

Illusion of Choice Using Leads

Building Trust & Rapport

Tone

Champion Selling

Discovery Process

What is the Point of Discovery?

Bucket Questions

Why Why...

COURSE FEE

Full Fee NGN 340,000.00

CERTIFICATION

- **Certificate of Completion from Tertiary Courses** - Upon meeting at least 75% attendance and passing the assessment(s), participants will receive a Certificate of Completion from Tertiary Courses.

REGISTRATION

<https://www.tertiarycourses.com.ng/achieving-sales-goals-with-customer-centric-selling-techniques.html>



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SUPPORT

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