Campus to Corporate - Seeds of Success

Rowing Self		Topics	Description	Activities	Assignments
Day 1 Day 1 Day 1 Getting the basics right Business Etiquettes' Day 2 Day 2 Day 2 Day 2 Day 3 Day 4 Day 4 Day 5 Developing Self Developing Self Assertive Communication Skills Assertive Communication Skills Assertive Communication while Dealing with clients Assertive Communication while Dealing with clients Assertive Communication while Dealing with clients Assertive Conflict Management Managing Managing Power of Positive Attitude Activity Activity Assertive Communication while Dealing to buying The Sales Process The Buying Process Activity Activity Throduction Video PPT Introduction Video Broup Discussions El Score Skill and OA Matrix Company Activity Research Activity Research Assertive Communication while Dealing with clients Group Balancing Team Needs and Individual Needs Conflict Management Role Plays The building blocks of sales		Knowing Self	Ice Breaker		
Day 1 Continue to the basics right Power of Positive Attitude Acivities			Introduction	-	Vision Board
Day 1 Getting the basics right Getting the basics right The Sales Process The Buying Process Moving from selling to buying The characteristics of client The skills of successful Integrity and ethics			Vision Board	Video Learning	
The Sales Process The Buying Process Moving from selling to buying The characteristics of client The skills of successful Integrity and ethics Pre- Test Culture Change PPT Introduction Video Importance of El at Workplace Group Discussions Etiquettes' Understanding Team Work Video Learning Skill and OA Matrix Ownership and Accountability Self Awareness Activity Research Attitude Johari Window Questionnaire Video Communication Skills Role Plays Corporate Grooming Group Presentation Skills Assertive Communication while Dealing with clients Group Balancing Team Needs and Individual Needs Conflict Management The building blocks of sales			Power of Positive Attitude	Acivities	
Getting the basics right Moving from selling to buying The characteristics of client The skills of successful Integrity and ethics Pre- Test Culture Change PPT Introduction Video Importance of El at Workplace Importance of El at Workplace Understanding Team Work Ownership and Accountability Activity Attitude Developing Self Corporate Grooming Presentation Skills Corporate Group Presentation Skills Assertive Communication while Dealing with clients Group Balancing Team Needs and Individual Needs Conflict Management Managing The building blocks of sales	Day 1	_	Goals & objectives from		
The characteristics of client The skills of successful Integrity and ethics Pre-Test Culture Change Importance of El at Workplace Importance of El at Workplace Importance of El at Workplace Understanding Team Work Ownership and Accountability Attitude Johari Window Developing Self Corporate Grooming Presentation Skills Assertive Communication while Dealing with clients Assertive Communication while Dealing with clients Assertive Communication while Dealing with clients Group Balancing Team Needs and Individual Needs Conflict Management The building blocks of sales			, , ,		
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Integrity and ethics Pre-Test					
Pre-Test Culture Change PPT Introduction Video Importance of El at Workplace Understanding Team Work Ownership and Accountability Attitude Johari Window Communication Skills Corporate Grooming Presentation Skills Assertive Communication while Dealing with clients Assertive Communication while Dealing Team Needs and Individual Needs Conflict Management The building blocks of sales PPT Introduction Video El Score Skill and OA Matrix Self Awareness Activity Research Video Company Research Video Company Research Forup Case Study Case Study The building blocks of sales			The skills of successful		
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Business Etiquettes' Day 2 Day 3 Developing Self Developing Self Assertive Communication Skills Dealing with clients Assertive Communication while Dealing with clients Developing Team Needs and Individual Needs Conflict Management Managing Developing Self Culture Change PPT Introduction Video Group Skill and OA Matrix Self Awareness Activity Research Video Company Research Video Questionnaire Video Communication Skills Role Plays Group Research Case Study Case Study The building blocks of sales					
Day 2 Day 3 Developing Self Assertive Communication Skills Assertive Communication Skills Assertive Communication while Dealing with clients Assertive Communication while Dealing with clients Assertive Communication while Dealing Team Needs and Individual Needs Culture Change Group Company Discussions Skill and OA Matrix Self Awareness Activity Research Video Company Research Video Communication Skills Role Plays Group Case Study Case Study Managing Managing The building blocks of sales			Pre- Test		
Business Etiquettes' Understanding Team Work Understanding Team Work Video Learning Skill and OA Matrix Self Awareness Activity Research Attitude Johari Window Communication Skills Corporate Grooming Presentation Skills Assertive Communication while Dealing with clients Assertive Communication while Dealing with clients Group Balancing Team Needs and Individual Needs Conflict Management The building blocks of sales			Culture Change	PPT	
Etiquettes' Understanding Team Work Video Learning Skill and OA Matrix Ownership and Accountability Attitude Johari Window Communication Skills Corporate Grooming Presentation Skills Assertive Communication while Dealing with clients Assertive Communication while Dealing with clients Group Balancing Team Needs and Individual Needs Conflict Management Role Plays Case Study Research Research Research Research Research Research Research	Day 2		Importance of EI at Workplace	•	El Score
Ownership and Accountability Activity Research Attitude Johari Window Communication Skills Corporate Grooming Presentation Skills Assertive Communication while Dealing with clients Group Balancing Team Needs and Individual Needs Conflict Management The building blocks of sales			Understanding Team Work	Video Learning	
Developing Self Johari Window Questionnaire Video			Ownership and Accountability		
Developing Self Communication Skills Role Plays			Attitude		
Developing Self Communication Skills Role Plays					
Developing Self Corporate Grooming Presentation Skills Assertive Communication while Dealing with clients Group Balancing Team Needs and Individual Needs Conflict Management Role Plays The building blocks of sales		Developing Self	Johari Window	Questionnaire	Video
Assertive Communication while Dealing with clients Group Balancing Team Needs and Individual Needs Conflict Management Managing Corporate Grooming Research Research Case Study Role Plays The building blocks of sales			Communication Skills	Role Plays	
Assertive Communication while Dealing with clients Group Balancing Team Needs and Individual Needs Conflict Management Managing The building blocks of sales			Corporate Grooming	Group	
Dealing with clients Group Balancing Team Needs and Individual Needs Conflict Management Managing The building blocks of sales			Presentation Skills		
Dealing with clients Group Balancing Team Needs and Individual Needs Conflict Management Managing The building blocks of sales					
Balancing Team Needs and Individual Needs Conflict Management Managing The building blocks of sales	Day 3&4				Research
Individual Needs Conflict Management Role Plays Managing The building blocks of sales				Group	
Managing The building blocks of sales			_	Case Study	
Managing The building blocks of sales			Conflict Management	Role Plays	
		Managing		·	
conversations Introduction/opening; Presenting;		conversations	-		
Questioning/probing Questioning/probing					
Handling customer queries with			Handling customer queries with		
grace and empathy			grace and empathy		

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		Closing & Getting a commitment		
		from the customer		
		After sales follow-up		
		Fundamentals of an Effective		Video
		Presentation		Video
	Presentation	Understanding and Overcoming	Presentations	Goal Chart
	Skills and Goal	Importance of Managing Voice	Group	
	Setting	and Language	Discussion	
Day 5		Smarter Goals	Video Learning	
		Focussing on COI		
	Business			
	Communications			
	Communications			
Day 6	Objection handling	Handling customer objections,		
		issues and clarifications		
		Negotiation Techniques	Group	
		The negotiation processes	Case Study	
	POWER & Influencing skills	The qualities of a good negotiator	Role Plays	
		Identify and apply the right Power	Activities	
		or Influencing skill	Activities	
	Closing the sale	Leverage perceptions		
		How to close multiple times;		
		closing statements; bringing the		
		customer to a buying mode		
Day 7 & 8	Science of sales	Koenig's Proprietary selling		
Day / Q o	Science of sales	techniques		
Day 9	AZ 900			
Day 10	Practice	Role plays and Case studies		
		Action Plan		