

Course Ilt Professional Selling Over The Phone

Jiyuan Zhang

Course Ilt Professional Selling Over The Phone:

Professional Selling Over the Phone Instructor Led Training,2003-02 This ILT Series course teaches students about using the telephone for professional selling Students will learn how to prepare scripts manage calls implement components of an effective voice listen to feedback and ask questions to increase sales Course activities also cover finding prospects discussing the type of information to leave on prospects voice mail maintaining a positive attitude identifying the components of the soft sell and building and maintaining relationships with prospects Students will also learn about gaining feedback from customers addressing rejection resolving objections and closing a sale The manual is designed for quick scanning in the classroom and filled with interactive exercises that help ensure student success

Forthcoming Books Rose Arny, 2003-04

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