

<b>Title</b>	<b>Award in Identifying and Improving My Sales Roles</b>		
<b>Target Audience</b>	Individuals, Job seekers and Employees	<b>Length of Study</b>	56 GLH
<b>Topic Summary</b>	Sales functions are the lifeblood of most organisations. They can exponentially grow revenue and cement a business' success. The General Sales Solution in this program assesses a range of personality and motivational characteristics that represent a tendency towards effective sales behaviour. The solution used in this program investigates the likelihood respondents may exhibit certain types of sales related behaviour. It can be used to identify potential gaps in performance, facilitate personal development or structure behavioural interviews in order to inform and support selection decisions		
<b>Learning Outcomes &amp; Assessment Criteria</b>	<p><b>Learning Outcome – 1</b></p> <ul style="list-style-type: none"> <li>✓ Understand the sales process.</li> </ul> <p><b>Assessment Criteria</b></p> <ul style="list-style-type: none"> <li>➤ Understand the sales process phases.</li> <li>➤ Understand own competency level against the sales process.</li> <li>➤ Understand own potential strengths and areas of potential risk within the sales process phases.</li> </ul>	<p><b>Learning Outcome – 2</b></p> <ul style="list-style-type: none"> <li>✓ Develop self-development plan to improve sales roles.</li> </ul> <p><b>Assessment Criteria</b></p> <ul style="list-style-type: none"> <li>➤ Comprehend more detailed information regarding own performance on each of the sales process dimensions.</li> <li>➤ Create a development plan to improve the behaviors/dimensions of the sales process phases.</li> </ul>	<p><b>Learning Outcome – 3</b></p> <ul style="list-style-type: none"> <li>✓ Understand sales roles culture fit.</li> </ul> <p><b>Assessment Criteria</b></p> <ul style="list-style-type: none"> <li>➤ Understand own fit to different types of roles or work environments to work under certain workplace conditions.</li> <li>➤ Determine the types of motivators and environments that stimulate the candidate and can help him/her perform at his/her best.</li> </ul>
<b>Delivery Style</b>	Coaching, practice, in-class attendance, theory presentation, Instructor-led Training.		