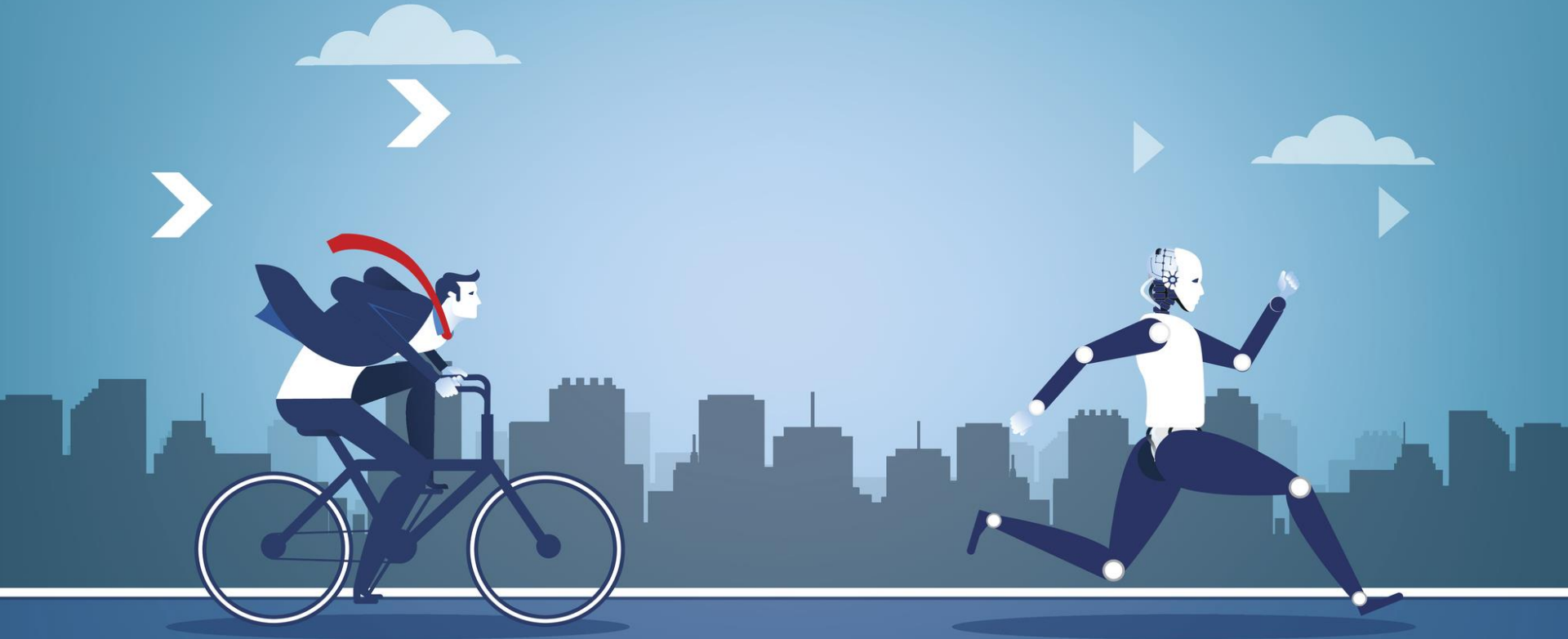


**How? Sales**

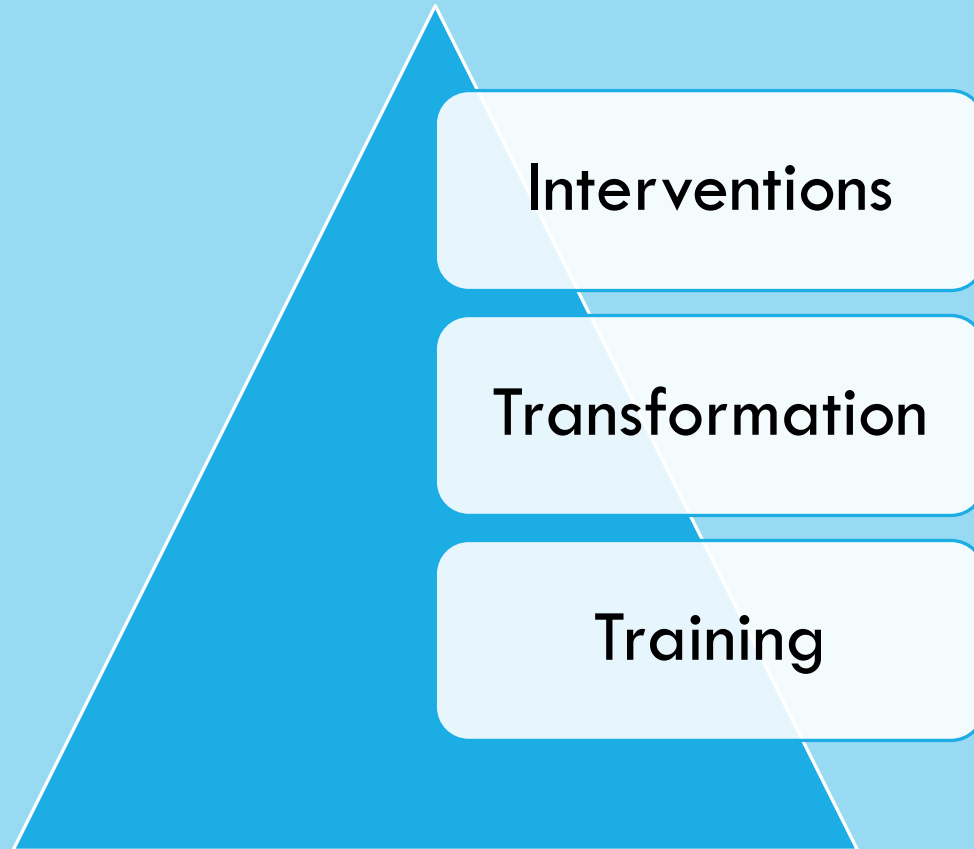
**Business Facilitators**

# HOW SALES CONSULTANTS



A Research based Training Organization

# DOMAINS



# DEVELOPMENTAL TRAINING

- Communication Skills
- Written Communication Skills
- Time Management
- Conflict Management
- Stress Management
- Work Life Balance
- Ownership
- Personal Quality
- Business Etiquettes



# MANAGERIAL SKILLS

- People Skills
- Building Power Teams
- Conducting Power Meetings
- Motivation & Employee Engagement
- Management of Excuses (Research based program)
- Managerial Credibility



# SELLING SKILLS

- Graphic Story (Stories that sell)
- Power Selling
- Competitive Selling
- Sales Psychology
- Questioning Skills
- Handling Price Objections
- Objection Handling Techniques
- Negotiation Skills
- Handling Sales Rejections



# FOR SALES MANAGERS

- Art of Influencing
- Performance Conversations
- Creating and managing sales teams
- Marketing Intelligence
- Blue Ocean Strategy

# CUSTOMER SERVICE

- Customer Centricity
- Service Recovery Skills
- Creating Unique Customer Experiences



# TOTAL LISTENING

# Listenatoffice

## TOTAL LISTENING

An event to create better people & better work places

Three week intensive program (online).

Absolutely free for any organisation

ADD A RARE DIMENSION TO YOUR PERSONALITY.  
BECOME A MASTER LISTENER.  
EARN A CERTIFICATE.

An Initiative of  
HOW SALES CONSULTANTS





# CONTACT

S. Sankarlal

How Sales Consultants

'Ghatala Towers'

19, Avenue Road

Nungambakkam

Chennai 600 034

Tel. : (044) 28202988 – 91

Cell : 098846 34111

E-mail : [lal@howsalesconsultants.com](mailto:lal@howsalesconsultants.com)

www : [howsalesconsultants.com](http://howsalesconsultants.com)

