

learning
equals
development

EQV Course Outline



■ Sales Presentation Skills (Ref BS-SCS-SPS)

■ 1 Day

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Sales Presentation Skills (Ref BS-SCS-SPS)

(1 Day)

Business Benefit

Competition for new business is fierce and the ability to make an effective sales presentation can be the factor that 'clinches the deal'.

This course equips the sales person with the skills to make effective and memorable sales presentations.

Who Should Attend?

- This course is aimed at sales people who will be presenting information to an audience.

Learning Objectives

By the end of this course you will be able to...

- Plan out a presentation that is both informative and persuasive.
- Understand the importance of 'visual impact'.
- State the 'amount' of content that should be included in the presentation for optimum effect.
- Demonstrate the most effective 'format' for the presentation.
- Demonstrate the key 'presentation skills'.
- Show how to use Power Point to make effective visual aids.
- Understand the most effective ways of dealing with audience questions.
- Know how to finish on a 'high'.

Course Content

- Planning your presentation.
- Creating 'Visual Impact'.
- "How much information do they need?"
- Structuring and formatting.
- Key presentation skills.
- Using Power Point to maximum effect.
- 'Managing' the audience.
- 'Finishing with a bang'.

You may also be interested in

Communication, Assertiveness and Confidence Building (Ref 35)
Facilitation Skills (Ref 152)
Information Gathering, Analysing and Making Decisions (Ref 185)
Presentation Skills (Ref 62)

Price: **£395**
per person

The EQV Promise

We ensure that our courses are well received and are delivered by trainers that have actual commercial competency in their chosen subject.

Not only is this essential for our accreditation purposes but it ensures that the trainers will be able to include relevant experiences they themselves have learnt from. This generates appropriate engagement and empathy in the training environment.

When the course is completed we will report back to you about how the training has been received and can indeed evaluate the training right from start to finish after the skills transfer period. This information can come from your account manager who is your main point of contact at all times.

The EQV Experience

Our training courses take the attendee on a journey of learning and development. Throughout the course everyone is engaged in a stimulating and participative way.

Our courses are designed to encompass many different kind of learning activities making sure they appeal to different natural styles of learning that individuals have.

Activities may include a selection of syndicate work, discussion, pair work, case studies, games, role play, quizzes and presentations.

During the event an individual works on their own implementation plan so that they have a clear plan of how they are going to support their own skills transfer back in the workplace. Whilst it is important for the attendees to enjoy the workshop we want to ensure they apply as much as possible back in the workplace.

Our Training Centre

Set in the heart of beautiful rolling Leicestershire countryside, our idyllic training facilities not only provide attendees with the perfect environment to concentrate on their individual learning experience but also provide the practicality of ample parking and fully designed and equipped training rooms.

You will be greeted upon arrival by our training coordinator who is your point of contact throughout the day should have any specific queries.

A delicious buffet lunch is provided catering for a variety of dietary needs.

What Delegates Say about this course

"I'm sure my presentations will be knock out now!"

"Great course, very confident in taking these skills forward"

"Excellent"

