

## Sales Training

**CxO 1**

Selling to CxOs

Module 1 • 3 days

## Sales Coaching Programs

### Selling to CxOs Coaching

**CxO 2** CxO Communication  
Module 2 • 3 days

**CxO 3** Individual Coaching  
Module 3

**CxO 4** CxO Positioning  
Module 4 • 3 days

**CxO 5** Individual Coaching  
Module 5

Individual Performance Coaching

### Prospecting Coaching

**PRSP 1** Prospecting  
Module 1 • 3 days

**PRSP 2** Prospecting Value Statement  
Module 2 • 3 days

**PRSP 3** Individual Coaching  
Module 3

**PRSP 4** Prospecting Closing  
Module 4 • 3 days

**PRSP 5** Individual Coaching  
Module 5

Individual Performance Coaching

### Value Based Sales Coaching

**VBS 1** Value Based Selling  
Module 1 • 3 days

**VBS 2** Value Based Selling Communication  
Module 2 • 3 days

**VBS 3** Individual Coaching  
Module 3

**VBS 4** Value Based Negotiation  
Module 4 • 3 days

**VBS 5** Individual Coaching  
Module 5

Individual Performance Coaching

### Partner/Channel Manager Coaching

**PCM 1** Partner Value Creation  
Module 1 • 3 days

**PCM 2** Partner Communication  
Module 2 • 3 days

**PCM 3** Individual Coaching  
Module 3

**PCM 4** Partner Positioning and Closing  
Module 4 • 3 days

**PCM 5** Individual Coaching  
Module 5

Individual Performance Coaching

## Follow on Training & Coaching

### Sales Psychology

**SPS 1** Sales Psychology I  
1 day

**SPS 2** Sales Psychology II  
1 day

**SPS 3** Sales Psychology III  
1 day

Individual Performance Coaching

### Emotional Intelligence in Sales

**EIS 1** Emotional Intelligence in Sales I  
1 day

**EIS 2** Emotional Intelligence in Sales II  
1 day

**EIS 3** Emotional Intelligence in Sales III  
1 day

Individual Performance Coaching

### Advanced ERP Sales Enablement

**ERP 1** Advanced ERP Sales Enablement I  
1 day

**ERP 2** Advanced ERP Sales Enablement II  
1 day

**ERP 3** Advanced ERP Sales Enablement III  
1 day

Individual Performance Coaching