



Specialist Training courses

Communication skills

Consultative Selling & Negotiation skills

We work with organisations to develop specialist communications, consultative selling and negotiation training courses to meet the specific requirements of functions, roles and/or industry sectors.

These courses might include:

- Conversation cycle training
- Body language & active listening skills
- Questioning techniques
- Understanding the language of needs
- Up-, down and cross-selling techniques
- Closing techniques

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