inspirational seminar - Sales

goals

- dealing with the most basic aspects of the sales personality
- new insights beyond sales techniques
- self-branding

procedure

part one: introduction
part two: theoretical background
part three: best-practice-training
part four: group discussion
part five: best-practice-training
final part: Q&A

subjects

- professional identity
- style of communication
- presentation competence

coach

Bene Antonio, M Sc
Psychologist, Coach, Trainer & Business Owner
University of Basel & Bern
Martial Art Instructor & Inspirational Speaker

Di Chiara Naico
Salesexpert
Business economist

additional services

- certificate
- network talk
- handout