

Sales and Influencing Workshop

Agenda

- 5 mins **Aims**
- 5 mins **Reminder of Jungian axes**
- 10 mins **Colour Approach to Sales – Exercise 1**
- 10 mins **Review of HP Influencer Report – Exercise 2**
- 10 mins **Effective and Ineffective Comms – Exercises 3 & 4**
- 20 mins **Sales Scenarios – Exercises 5 & 6**
- 10 mins **BREAK**
- 15 mins **Verbal and non-verbal comms styles – Exercises 7 & 8**
- 10 mins **Your Sales Team – Exercise 9**
- 10 mins **Sales Drivers & Blockers – Exercise 10 & 11**
- 10 mins **Planning a Pitch – Exercise 12**
- 15 mins **Final Reflection**