

SALES SELF MANAGEMENT

“THE #1 COMPETENCY OF SUCCESSFUL PEOPLE”

WINNERS ACT ON THEIR OWN AUTHORITY

FOR SALES REPRESENTATIVES IN COMPETITIVE SALES ENVIRONMENTS

OVERVIEW

Self Management is the number one competency of all successful people. This program will help individuals become effective self-managers in their personal and professional lives. The focus of the program will be to help individuals maximize on the job performance and ensure personal and professional growth. It is about managing personal effort to maximize productivity.

BENEFITS

- improved individual performance and increased results
- enhanced levels of self confidence
- development of a self-managing attitude
- individuals who are fully accountable and responsible for making and keeping commitments
- the development of high effort performers within a strong performance culture

OUTCOMES

Representatives will:

- develop a day-to-day system for self-management
- avoid slumps
- learn techniques for the maintenance and development of self confidence
- learn to make and keep self-commitments
- develop a psychological time management system
- learn how to make decisions and build habits
- learn to self-evaluate and self-coach
- maximize the Return On Investment (ROI) of commitment/energy
- enhance personal and professional well being

A key part of the workshop involves the group de-brief of the 15 page POP profile assessment report. This helps the participants understand and build on the inherent characteristics/strengths that have contributed to their career success in sales.

PRE COURSE RECOMMENDATIONS

- complete POP IV, Personal Orientation Profile on-line (time 35 minutes)
- read “Principles of Self Management” book

AVAILABLE

- 2 formats: facilitated workshops and train the trainer (the CD ROM format of this program is in development)
- modular design in ½, 1 and 2-day programs

