



Course Code: C1088

Achieving Sales Goals with Customer-Centric Selling Techniques

COURSE INFORMATION

Sessions 2 days	Duration 15 hrs	Level Beginner	Assessment NA
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VENUE
12 Woodlands Square #07-85/86/87 Woods Square Tower 1, Singapore 737715. 5 mins walk from Woodlands (NS9) MRT station.
The venue is disabled-friendly.

WHAT'S THIS COURSE ABOUT

Topic 1. Foundations of Selling

Selling Mindset

Selling Like a Human

You've Got to Want It

Confidence & Focus

Fear Reduction

Sales Strategy

Math of Sales

Goal Setting

Understanding Buyer Psychology

Psychology of Influence

Why People Buy

Buyer's Matrix

Exactly What to Say

The Power of Words

Illusion of Choice Using Leads

Building Trust & Rapport

Tone

Champion Selling

Discovery Process

What is the Point of Discovery?

Bucket Questions

Why Why...

COURSE FEE

Full Fee S\$600.00 Before GST

GST S\$54.00 9% of fee

Total Payable S\$654.00 Including GST

CERTIFICATION

- **Certificate of Completion from Tertiary Infotech** - Upon meeting at least 75% attendance and passing the assessment(s), participants will receive a Certificate of Completion from Tertiary Infotech.

REGISTRATION

<https://www.tertiarycourses.com.sg/achieving-sales-goals-with-customer-centric-selling-techniques.html>



SCAN TO REGISTER

SUPPORT

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