



Course Code: TGS-2025052342

# WSQ - Closing Sales with Empathy-Driven People-Focused Selling

**Funding Available:** WSQ SkillsFuture Credit PSEA UTAP SFEC Absentee Payroll MCES

## COURSE INFORMATION

Sessions 2 days	Duration 16 hrs	Level Beginner	Assessment 2 hrs
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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 &amp; 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 &amp; Rapport

Tone

Champion Selling

Discovery Process

What is the Point of Discovery?

Bucket Questions

Why Why...

## WSQ FUNDING

Full Fee S\$800.00 Before GST

GST S\$72.00 9% of fee

Baseline Nett S\$472.00 SG/PR age 21+ · 50%  
funded · incl. GSTMCES / SME Nett S\$312.00 SG age 40+ · 70%  
funded · incl. 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.
- **OpenCerts from SkillsFuture Singapore** - After passing the assessment(s) and achieving at least 75% attendance, participants will receive an OpenCert (aka Statement of Achievement) from SkillsFuture Singapore, certifying that they have achieved the Competency Standard(s) in the above Skills Framework.

## REGISTRATION

<https://www.tertiarycourses.com.sg/wsq-closing-sales-with-empathy-driven-people-focused-selling.html>



SCAN TO REGISTER

## SUPPORT

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