**ADVANCED SALES MODULE**

Workshop Objectives : At the end of this workshop, participants would be able to :

* Build confidence to overcome any challenges in selling
* Develop an attitude to generate effective results in Selling products / services
* Master a Selling process to accelerate the Sales cycle for Service/Concept or

Product Selling

* Build relationships with prospects by VCP (Visibility- Credibility - Profitability)
* Communicate value and sell from the customer’s point of view