

Selling with Emotional Intelligence



Who should attend: Consultants with more than 6 months experience who want to explore the concept of emotional intelligence with the sales sphere.

Outcome: Participants will be able to develop their sales skills in line with the concept of emotional intelligence and therefore improve their selling success.

1. Introduction
 - What is emotional intelligence? (EQ)
 - Why is it important
 - Introduction to Daniel Goleman
2. Overview of Selling with emotional intelligence
 - The 5 skills
3. Applying the 5 skills to the sales Process
4. Understanding your prospects
 - Principles of EQ
 - Understanding your style
 - Understanding opposites
 - It's not about you
5. Selling with EQ
 - Are you maximising your potential?

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