

# Sales Coaching Skills

## Workshop Purpose:

To provide sales managers/coaches with a practical framework and skills to ensure a high-performance environment, provide direction to teams and ensure transfer of skills from workshop to workplace.



## Workshop Outcomes:

On completion of this workshop participants will be able to:

- Support performance to drive results
- Understand the situation – causal diagnostics leading to *Clear Thought*
- Communicate effectively – face-to-face feedback leading to *Clear Talk*
- Conduct in-field coaching interactions
- Enable individuals to improve performance – focus on mindset, skillset and structures leading to *Clear Task*

## Who should attend:

Any person involved in coaching individuals and/or teams to reinforce and improve performance

## Duration:

**2- Days**

For a minimum of 8 to a *maximum of 12* participants