

Motivating Your Sales Team

Everyone can always use some inspiration and motivation. This workshop will help your participant's target the unique ways each team member is motivated. Finding the right incentive for each member of your sales team is important as motivation works best when it is developed internally. Harness this through better communication, mentoring, and developing the right incentives. Motivating Your Sales Team will help your participants create the right motivating environment that will shape and develop their sales team with right attitude and healthy competition. Instilling that unique seed which grows the motivation in your team will ensure an increase in performance and productivity. Have the best sales team you can have through better motivation .

Course Outline

- Creating a Motivational Environment
- Communicate to Motivate
- Train Your Team
- Emulate Best Practices
- Provide Tools
- Find Out What Motivates Employees
- Tailor Rewards to the Employee
- Create Team Incentives
- Implement Incentives
- Recognize Achievements

Prerequisites

The candidate must have completed or be in the process of completing a high school or secondary school diploma or similar educational standards.

Training methods

- Interactive facilitator lead learning
- Class activities
- Group discussions and case studies
- Practical sessions
- Question and answer sessions
- E-learning
- Role-plays

Learning outcomes

Upon the completion of this Course, the learner will be able to:

- Discuss how to create a motivational environment
- Understand the importance of communication and training in motivating sales teams
- Determine the steps to motivate sales team members
- Understand the benefits of tailoring motivation to individual employees
- Apply the principles of fostering a motivational environment to the organization

Course Duration

The standard duration of this course is 12 contact hours.

Approvals & Accreditation

- Ministry of Labour, Kingdom of Bahrain
- HABC
- ILM

Who Should Attend

Middle to high level staff such as:

- Sales manager
- Administrators
- Managers
- Team Leaders

For more information please feel free to contact:

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