

SELLING FOR RESULTS™

An advanced program that teaches salespeople the impact behavioral differences have on their relationships with customers.

PROGRAM DESCRIPTION

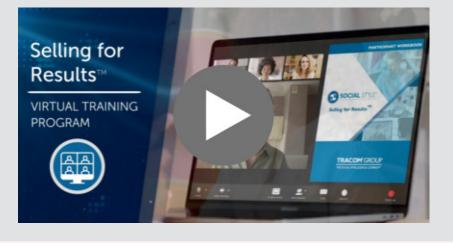
TRACOM's *Selling for Results* virtual program teaches salespeople how to master interpersonal skills through focused discussions, evaluating scenarios on video and participating in immersive exercises to become comfortable *applying* the concepts.

- Highly engaging program combines content with skill development
- Builds an understanding how each SOCIAL STYLE prefers to interact
- Interactive exercises help salespeople apply what they've learned
- Salespeople receive feedback on how others see their Style & Versatility
- Develop a plan to improve relationships with customers and internal teams



WATCH THE VIDEO TO SEE:

- The content the course covers
- A preview of the SOCIAL STYLE assessment & training material
- The application tools included to support the learning
- All the facilitation materials avaliable for this program
- Our easy process to certify facilitators to teach this program







(303) 470-4900 (800) 221-2321





THIS PROGRAM COVERS:



Discover the four patterns of behavior we call SOCIAL STYLEs

Learn how each Style prefers to communicate and interact

Learn about the four sources of Versatility

Recognize how others see your SOCIAL STYLE

Multi-Rater Assessment identifies your Versatility & blind spots

Practice identifying Styles of others to begin applying Versatility

Participate in interactive exercises to apply the skills learned

Identify key relationships and build strategies to improve them

Gain access to application tools to use after the training

TRACOM[®]GROUP THE SOCIAL INTELLIGENCE COMPANY®

WHAT'S INCLUDED:



PROFILE REPORT

Multi-Rater SOCIAL STYLE & Versatility Assessment

This online multi-rater assessment measures a person's SOCIAL STYLE and Versatility with feedback from others and is an integral part of the training experience.





TRAINING MATERIALS

Selling for Results Participant Workbook

This interactive digital workbook is used to help explain key program concepts and helps put them into practice through the exercises contained in the materials.





APPLICATION TOOLS

SOCIAL STYLE Navigator & Passport

Explore these online tools that help people apply SOCIAL STYLE to realworld scenarios and see how Style would be seen in another country.



FACILITATOR MATERIALS

Facilitators can purchase a Facilitator Guide, which includes:

- · PowerPoint Deck, speaking notes and supporting research
- The SOCIAL STYLE & Versatility Handbook to learn how to teach the program
- A sample copy of all participant training materials and job aids
- Access to our eLearning based Facilitator Certification Program