



Webinar Events *live & interactive*



Emotional Intelligence in Sales

Presented by: Craig McGregor

Delivered as: A live and Interactive 90 minute webinar

Includes as much practical work and interaction as possible, and: theory-led discussion; real-life examples, comparison and analysis; individual (and team) objectives.

Suitable for:

To enjoy sales, you need to enjoy dealing with people, and of course they come in all sorts of shapes and sizes! Learn how to read others, understand yourself better, to operate strategically and much more effectively in everyday encounters and exchanges.

You will learn:

- Understanding the EQ matrix
- Self-Awareness and Bias theory
- Relationships and networks
- Passive, Aggressive, Assertive
- Language and tone of voice in everyday communication
- Individual Action Planning

What next?...

- Writing skills: Proposals
- Writing skills: Emails
- Writing skills: PowerPoint Decks
- Account Management
- Negotiation Skills

Ask about post-course 30 – 60 minute coaching session with Craig to review action plan progress

For more information or to book please call **020 7256 6668** or email enquiries@gbclearning.co.uk