



# Course Outline

## Developing your leaders

**Course Number:** IFST180112

**Course Length:** 2 days

### **This Programme Is Suitable For:**

Sales Managers  
Sales leaders  
Sales supervisors  
People who are leading a sales team

### **Description**

If you are a sales manager or leader within your company and need to get the best out of your team through effectively managing their performance and coaching then this is the course for you. You'll look at your managerial style, what it means for your team and how to ensure each of your sales people are maximising their performance to win more business. This sales management training course seeks to empower sales leaders at the top of their game, in order to motivate and drive world class sales teams.

### **Course Content**

- Learning Styles
- Leadership model
- Motivating others
- Coaching model
- Influencing skills
- Increasing productivity

**Delegate rate:** £399 Exc. VAT (minimum 4 delegates)