



أكاديمية دبي لريادة الأعمال
Dubai Entrepreneurship Academy

مؤسسة محمد بن راشد للتنمية
المشاريع الصغيرة والمتوسطة
DUBAI SME



إحدى مؤسسات دائرة التنمية الاقتصادية - حكومة دبي
An Agency of the Department of Economic Development - Government of Dubai

Secrets of a Successful SALE

"The contemporary sales person needs to take a more thoughtful and intelligent approach to building relationships and therefore maximize the opportunity for the sale. The pushy sales person is a 'put off' and outstanding sales people need to develop longer term relationships and secure sales more consistently. The successful sales call is the one that uncovers a need through the call."

Program Modules:

- How do I price my products or services?
- Communication & Presentation Skills
- What is Selling and The Selling Process
- Selling techniques to secure the sale
- The structured approach to successful sales - The Building Blocks
- The secret of the USB
- Probing techniques – open, closed and precision questions
- How to identify your prospect's needs
- Proposing Your Solution



Date	October 28 - 29 2014
Time	5:00 - 9:00 PM
Language	English (facilitated by bilingual instructors)
Fees	AED 600
Location	Conference Center, 2 nd Floor, Business Village, Bldg. B, Deira

For Registration
& More Information

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