

Selling With Impact

Virtual Learning Journey

Everything in business depends on effective selling. Increased competition and high customer expectations make it challenging to secure new business and retain existing customers.

In this journey, we leverage Tack's PRO-PAYBACK® Selling concept as a step by step guide for the entire sales process.

This journey covers each stage of the sales process from organizing your time, researching your prospective clients and creating SMART objectives, opening the sales call, asking value driven questions, presenting the benefits to customers with YOU Appeal®, to closing the sale and developing the relationship.



Key Features

01

Researched Sales Content

- Researched sales content speaking to real life challenges of front-line sales team
- Contextualized to industry and role

02

Sales Capabilities Assessment

- Gamified situational based assessment to assess knowledge and capabilities
- Situations customized to real life scenarios

03

Gamified Learning and Performance Support

- State of the art gamified learning platform to help learners learn critical capabilities leveraging behavioral science
- Real time analytics at individual learner level

04

Interactive Live Virtual Sessions

- Virtual connect sessions by internal and external experts
- Interaction aided by leveraging a variety of techniques including polls, videos and virtual role-plays
- Optional face to face kick-off workshop if needed

05

Learning Integrated with Work

- Innovative sales application assignments for learners to quickly apply capabilities to resolve real sales issues
- On-Demand tele-mentoring and group coaching sessions

06

Scalable Across Geographies

- Solutions available for cohorts of 50 learners and above
- Consistent solution across geographies
- Delivery capability in 55+ countries

Illustrative Learning Modules

01

Planning

- Prioritize the customers and prospects you are responsible for
- Organize yourself and your time
- Plan for the best sales results
- Planning your coverage

02

The PRO - PAYBACK® Sales Process

- Utilize the PRO - PAYBACK® sales process
- Professionally prepare for each sales call
- Have increased confidence and work with a focussed and structured sales approach

03

Gaining Attention

- Create impact and win the customer's attention early on in your meetings
- Re-focus attention when necessary

04

YOU Investigate

- Identify customers' true needs and wants
- Combine fact finding with rapport building

05

Answer Objections

- Be confident in managing the five most common types of challenging customers
- Use a winning technique for handling any objection and creating an opportunity
- Be able to respond effectively to the price objection and any competitor comparisons

06

Commitment and Closing

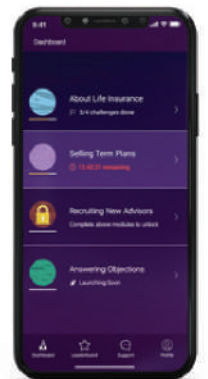
- Be able to win true customer commitment
- Know how and when to close in any situation

Solution Powered by our Gamified Learning and Assessment Platform - Master-O

Master-O is a mobile-based, microlearning offering that enables your workforce to improve skills, effortlessly. Master-O is the on-the-go learning platform that your learners need to upskill themselves in their busy schedule.

Master-O's learning experience include -

- Addictive learning through gamification
- Simple via bite-sized learning content
- Engaging through behavioral psychology
- Effective using data science



About InspireOne®

InspireOne® partners with organizations to help manage change scenarios and achieve business results, through contextualized and inspiring interventions around leadership and people development, strategic alignment and building strong sustainable culture.

InspireOne's Global Partners

