



COMMERCIAL SKILLS DEVELOPMENT

This course is designed to help win, satisfy and retain clients and increase rates of proposal acceptance. It is targeted at developing relationship building skills and understanding how to create value for clients.

The programme runs in two one-day blocks. The first is a one-day workshop to cover the core content of the course and establish peer development partnerships with other participants.

The second one-day workshop is to review actions and learning, the implementation of action plans and the presentation of plans and proposals. In the period between workshops, participants will work within their peer groups to develop skills and action plans.

Who will benefit most from this training?

The course is an essential addition to the skill sets of members with relationship, account management or sales responsibilities or, indeed, anyone who needs to present plans and recommendations to clients or senior executive teams.

The course caters to different learning styles and is an excellent personal development opportunity for experienced energy or sustainability consultants and managers.

Attendee Feedback

"This course is ideal for anyone wanting to understand how they can increase their sales. It is interactive and tailored for people with any personality profile. This course helps participants understand their own profile, which helps with marketing"

"Fantastic and engaging course that provided a lot of versatile skills."

"The course was highly relatable and the content can be applied to most situations for people interacting with customers internally or externally"

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COURSE CONTENT

The content of the two workshops includes coverage of:

<ul style="list-style-type: none">• Relationship Selling Philosophy• Creating Customer Value• Gain an Interview• Relationships of Influence• Communication Skills• Establish Clients Needs	<ul style="list-style-type: none">• Prepare Proposal• Develop Presentation Strategy• The Presentation• Client Management• Emotional Intelligence
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For a bit more information on the Commercial Skills Development Programme please click this link to a recent webinar presented by the trainer Maurice Batey.

[Introduction to Commercial Skills Development Webinar Link](#)

2021 LOCATION & DATES		
To be confirmed ...		
Investment <i>(excludes GST)</i>	CEP Member	Non Members
Training Course <i>(covers both days - split into two one-day workshops)</i>	\$950 pp	\$1,100 pp

For full course details and registration links click here

<https://cep.org.nz/details/commercial-skills-development/>

This programme is brought to you by CEP in association with **[CEO Group](#)**.