



Sales Demonstrations Training

Welcome to the Sales Demonstrations Training.

The workplace is a changing environment where diverse voices contribute a multitude of ideas. Sales demonstrations provide a platform, for dialogue and continuous innovation. Developing the skill of delivering sales demonstrations allows individuals to showcase their abilities while providing an opportunity for company leaders to discover ideas and concepts that can benefit the company in the long run. Investing in this skill is crucial for building a team of succeeding across industries.

This training course has been specifically designed to teach participants skills such as self-motivation, effective body language utilizing technology for presentations understanding client preferences and enhancing speech delivery techniques. By the end of this course participants will gain proficiency in leveraging technology to influence, persuade others towards their cause and ideas.

Course Overview;

The first part of the session there will be time dedicated, to getting acquainted with participants and discussing what will be covered throughout the workshop. Participants will also have an opportunity to identify their learning objectives.

This workshop aims to assist you in teaching participants the following topics;

- Enhancing demo skills by focusing on improvement techniques.
- Providing tips and techniques, for answering audience questions.
- Ensuring comprehension of questions and their underlying intentions.
- Establishing credibility when presenting to audiences.
- Managing situations with hostile audiences.

How to Avoid Mistakes in Demos

Participants will learn how to analyze demo failures and identify areas for improvement during this session.

Creating Customer Relevant Demos

Participants will explore the process skills and techniques required to develop demos that're relevant and engaging for target audiences.

Questions and Answers: Tips and Techniques

In this session, participants will be focusing on strategies for responding to audience questions, including handling queries and uncovering additional customer needs through effective probing.

Building Trust and Credibility

During this session, participants will discover methods for establishing credibility with both experts and executives during presentations.

Managing Complex Demos

In this session participants will explore into the approaches for crafting and delivering demos involving multiple products.

Addressing Demo Challenges

During this session, participants will discuss techniques to overcome issues that may arise during a demo presentation.

Demonstration Exercise

Participants will have the opportunity to showcase their skills in a culminating demonstration, applying all that they have learned. We will conduct a group review of each demonstration, aiming to recognize and highlight effective techniques while identifying areas that may require further attention

Wrapping up the workshop

Towards the end of the training program participants will have an opportunity to ask questions and develop their action plan based on what they have learned throughout the day.

Visit <https://paramountraining.com.au> for more information or call 1300 810 725