

Xperion Training and Consultancy Portfolio

Sales

- ▶ Selling For Success (Introduction to Selling)
- ▶ Selling Excellence (Advanced Selling Skills)
- ▶ Key Account Development
- ▶ Selling at Senior Level
- ▶ Prospecting For Success
- ▶ Introduction to Negotiation
- ▶ Advanced Negotiation
- ▶ Networking for Results

Sales Management

- ▶ Commercial Excellence
- ▶ Coaching Skills

Management Skills

- ▶ Leadership in Action
- ▶ Strategies and Business Planning
- ▶ Successful Performance Management
- ▶ First Line Management

Team Effectiveness

- ▶ Team Analysis and Assessment (Belbin Associates® Accredited)
- ▶ Effective Team Working
- ▶ Customer Meeting Skills



Finance

- ▶ Introduction to Finance
- ▶ Finance, Accounting & Budgeting for Non-Financial Managers
- ▶ Cash Collection

Consultancy Skills

- ▶ Introduction to Consultancy
- ▶ Advanced Consultancy Skills

Consultancy

- ▶ Training Needs Analysis
- ▶ Sales Team Reviews
- ▶ Business Reviews
- ▶ Business Planning
- ▶ Selection and Recruitment Support
- ▶ Insights Discovery System® (Accredited)
- ▶ Personality Profiling (Thomas International® Accredited)
- ▶ 1:1 Coaching and Mentoring



Plus...

- ▶ Advanced Marketing
- ▶ Advanced Presentation Skills
- ▶ Assertiveness Skills
- ▶ Business Fundamentals
- ▶ Customer Service Excellence
- ▶ Effective Time Management
- ▶ Introduction to NLP
- ▶ Presentation Skills
- ▶ Project Management Fundamentals
- ▶ Sales Conferences
- ▶ Telephone Skills
- ▶ 'Train The Trainer' - Making The Most of Training Sessions

Contact:

Xperion Training & Consultancy Limited
Bourne Lane
Hook Norton
Banbury
Oxfordshire
OX15 5PF
United Kingdom

Tel: +44 (0)1608 738275

Fax: +44 (0)1608 738276

Email: enquiries@xperiontraining.com

Website: www.xperiontraining.com

