

TRAINING AGENDA –BE A GREAT PICTHER

(4 HOURS TRAINING)

1. Topics covered during the training

- Understand the main reason why people do not grab your idea or message when time is limited
- Know how to present it order to convince
- Understand how to talk about the interest of the other

2. The Input

- Trainer Input
- Test and Personal Exercise
- Group Work
- Moderated discussion
- Action Plan

3. The practicalities

- Convince within less than 2 minutes
- Understand the interest of the other to sell an idea or project

In your daily business where time is money, you need to be able to seize every opportunity and be able to convince within less than 2 minutes your partner.

Selling an idea or a project or even yourself can be done in a manner to overcome the key resistance of your interlocutor, getting annoyed, not understanding or even avoiding fear.