

TRAINING AGENDA- THE HOSPITALITY MANAGEMENT

2 DAYS TRAINING

1. Topics covered during the training:

- Psychology of Selling & Keys to Personal Mastery
- Persuasive Sales Strategies For Long Term Success
- Relationship Management & Loyalty
- Managing Sales Objection
- Sales Tools & Resources
- Gain Commitment

2. The theory:

- Human Relations Capitalization
- Communication Strategies
- Market Share
- Revenue Optimization
- 6 C's Hospitality Sales Framework

3. The practicalities

- Understand the fundamental and psychology of selling in gaining Personal Mastery
- Learn and practice powerful and persuasive sales strategies
- Understand and adopt the powerful 6 "C"'s Sales framework in winning new businesses