

Professional Selling with DiSC

Introduction

Professional selling with DiSC is a sales strategy that applies the behavioral assessment methodology of DiSC to enhance the sales process. DiSC is a tool that aids salespeople in understanding both their own and their prospects' behavioral styles, enabling them to customize their sales strategy to meet the specific demands of each client. This strategy places emphasis on the significance of comprehending the customer's priorities and purchasing behavior and using that knowledge to establish rapport and trust.

Salespeople can enhance their communication abilities, forge closer bonds with clients, and ultimately close more deals by introducing DiSC principles into the sales process.

This course will examine the fundamentals of professional selling with DiSC and how they may be used to enhance the sales process.



Key Learning Outcomes

By the end of the course, participants should be able to:

- Implement strategies in seeking for new customer.
- Implement sales strategies to increase market share.
- Lead the sales team effectively.

Duration

3 Days

Target Participants

Managing Director, Chief Executive Officer, Executive Director as well as Sales and Marketing Directors, Managers, and Executives