

HOW TO IMPROVE MY COMMUNICATIONAL/SELLING/PRESENTATION SKILLS?

Written by Vladimir Nikić

***Would you like to achieve better communication with customers, business partners and/or investors
? Would you like to be able to give effective presentations related to your innovation? Or you want to improve your selling skills?***

***This training aims at enabling you to organize and hold properly a business meeting, to accept and understand customers' comments referring to your innovation
,
to improve communicational skills,
and all this for the sake of better presentation and sale of your innovation
.***

The training is created for all of you, innovators, who would like to present your own innovation effectively, stimulatingly and authentically.

Target group

The training aims at small (innovative) enterprises who want to improve their communicational and selling skills.

Training content:

- How to become a successful speaker
- How to organize and hold properly a business meeting
- How to accept and understand customers' comments
- How to present my innovative business
- How to negotiate successfully

Benefits for your enterprise:

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- You will learn to understand your own and others' verbal and non-verbal communication
- You will learn to listen to and understand your customers
- You will know how to find a solution to the dissatisfaction of customers
- You will improve your skills for conducting business talks
- You will improve the skill of presenting your innovative business
- You will learn about types of negotiations, what is the goal of your negotiation and how to make it better
- You will form the basis for further education in terms of selling skills
- You will get the material which you can use as a good reminder and guide

Requested preknowledge:

- None. Within the training, we will develop your current communicational, selling and presentation skills.

The training represents the combination of lectures, discussions and practical exercises. You will be in a direct contact with the trainer and during the training, we will deal with your concrete problems and questions.

Materials: materials will be provided at the very training. You will get the presentations, as well, via e-mail, after the training is completed.

Duration: 3 days, from 10 a.m. to 5 p.m.

Number of attendees: maximum 15