

PARTNER TRAINING PROGRAM ON SALES & MARKETTING SKILLS

Training on SALES – “Winning & Negotiation “ & YASKAWA Products – Selling tips, conducted for YASKAWA Partners of Sales team. Total 42 people are attended for the training from 3rd May to 4th May 2016 .All the Participants are from Partners of YASKAWA from various locations of India.

Main Theme of the Training:-

- Develop Winning Attitude
- Improve Negotiation skills
- Understand the Market & Industry Scenario
- Opportunity Management
- Building Selling tips
- Persuasion of leads
- Develop YAKAWA Product Knowledge
- How to Promote the Product & Positioning.
- Workshop on SWOT Analysis

Training started with Market Scenario and Selling tips by Mr. Shailendra Salvi along with suggestions on practical approach to the customer. Workshop on SWOT makes each one to understand the present situation and challenges.

Second day starts with External Trainer Mr. George who presented on Winning Attitude & Negotiation skills. The training involves with lot of games and demonstrations which helps a lot to understand practical Situations.

Mr. Akinori Urakawa san speech provides each one of the ABP encouragement & motivation. The Training ends with Party together at Lemon Tree, Bangalore.



President Akinori Urakawa San Speech @ Lemon Tree Hotel



Mr. Shailendra Salvi Session on the Market Industries & Selling tips



YIND Team along with Technical Quiz Winners



Demonstrations of Harmonics with U1000 Product



Mr. Harish B introducing Mr. George (External Trainer)



Game: Winning Attitude Session