



In our 6-days interval programs, participants learn a common language and methodology while they commit to tangible outcomes for their respective professional areas. The training is highly memorable and effectively triggers the transfer from knowledge to action. It's challenging but fun!

Duration: 6 days (3 sessions 2 days each) 9 – 17hr

Session 1 – 2 days – 25 & 26 Sept. 2023

Session 2 – 2 days – 19 & 20 Oct. 2023

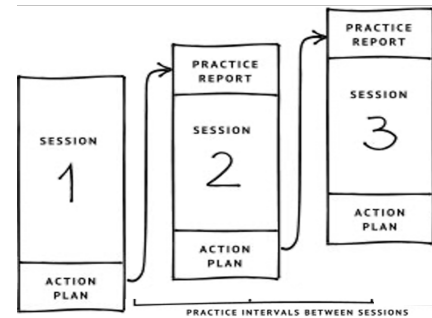
Session 3 – 2 days – 27 & 28 Nov. 2023

Dates subject to confirmation

Group size: max. 12 to guarantee maximum participation

Location: Bangkok (hotel tbc.)

Investment: SGD 4'950 or THB 125'000 per person + TAX
incl. venue and board, excl. overnight stay



Development that perfectly supports your company strategies & goals

HansenBeck™ is your **training & coaching** company.

- + Tailored to suit your business requirements
- + Successful, proven methodology for 6 decades
- + Global capabilities with over 25 locations worldwide
- + Proprietary Research and Development (R&D)

We are business **experts** with extensive experience in business **transformation** and **development** through entrepreneurship, **sales**, leadership, communication and change management.



HansenBeck™ enables you to **explore** your strengths and potential, **master** your skills and **deliver** results to meet these challenges.

Sales Excellence

Immediate actions for long term results

Ideal for sales, purchasing & Key Account professionals representing their company in the market, with clients and other business partners and who are ambitious to go the extra mile for their clients to create far-reaching partnerships for mutual benefit and strong results.

Aims:

- Greater motivation & resilience in the sales process
- Increased self-confidence & self-awareness
- Higher impact proposals, pitches & pipelines
- Handling obstacles & price.
- Closing deals

Content:

- Positively influence customers and self
- Manage your sales pipeline taking the right actions
- Call, pitch & propose using customers' "brainchild"
- Sell & negotiate benefits, not features. Close the deal.
- Win, keep & grow businesses & happy customers
- Deal with uncomfortable news and complaints
- Increase personal effectiveness for quicker results
- Insights Discovery® Preferences profile & workshop

More info about HansenBeck™ under www.hansenbeck.com/sea
Contact and booking under sea@hansenbeck.com or call +66 2 117 9547