SALES TECHNIQUES, CERTIFICATE OF COMPLETION

Requirements

The Sales Techniques Certificate enables students to develop the sales techniques and skills to open up additional work and advancement opportunities in the area of sales. This certificate is also a gateway into other noncredit and credit programs, helping students develop workplace skills and training that will qualify them for even more work opportunities.

There are no prerequisite requirements for this program, and courses are open to all students.

Code	Title	Units
PROW NC056	Closing Techniques That Win the Sale	0
PROW NC057	Winning Sales Scripts	0

Learning Outcomes

1. Develop and deliver a series of sales scripts to fit a given sales situation and effectively deliver the scripts.
2. Describe and demonstrate techniques for closing sales.
3. Describe and demonstrate how to ask for the sale when a potential customer is resistant.
4. Develop and deliver scripts for call center or 'inside sales".