

LEARNING OFFERINGS

TOTAL INTER ACTION OFFERINGS – Sales & Support Focus

	THINK	PLAN	COMMUNICATE	INFLUENCE	LEAD
ASSESS	HBDI, DISC, MBTI, ECI	Online or Interview-based Behavioural Skills Assessment	Online or Interview-based Behavioural Skills Assessment	Online or Interview-based Behavioural Skills Assessment	HBDI, DISC, MBTI, ECI
TRAIN*	Whole Brain Communication & Selling, Decision-making Business Acumen	Setting Objectives Account Planning Business Planning Strategic Planning Team Sales Planning	Warm Calling Business Writing Questioning Presenting Consulting Facilitation	Persuasion Value-based Selling Phone-based Selling Negotiation Social Influence Closing	Emotional Intelligence Mental Resilience Work Life Balance Virtual/Cross Cultural/ High Performing Teams
COACH	One on One and Group. Virtual and Face to Face	Group. Virtual and Face to Face	One on One and Group. Virtual and Face to Face	One on One and Group. Virtual and Face to Face	One on One and Group. Virtual and Face to Face
FACILITATE	Critical Thinking Creative Problem Solving	Strategic Planning Account Planning Business Planning	Pitch and Major Presentation Planning	Influence Mapping Pitch Consulting	Crafting Vision Mission and Values Organisation Innovation
TRAIN THE COACH / ASSESSOR	3 rd Party Certification for Profiling Tools	Train the Coach and Assessor	Train the Coach and Assessor	Train the Coach and Assessor	Train the Coach
eLEARNING	Understanding Self	Account Planning Communication	Warm Calling Questioning Structuring Communication Persuasive language Delivery / Eye Contact	Value-based Selling New Business Development	VILT