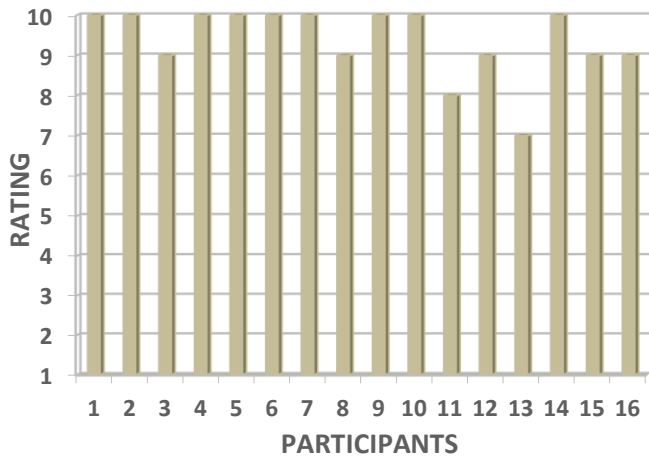
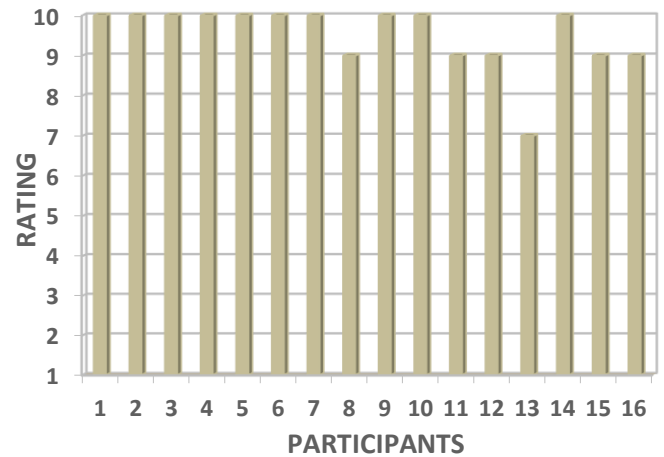


Medical Company – Advanced Sales Skills Workshop September 2017 – Participants’ Feedback

Overall Assessment of the WORKSHOP



Overall Assessment of the TRAINER



What was your overall assessment of the workshop?

Average: 9.4

Range: 7-10

- Very good refresher on sales and on sales techniques - Becky was fantastic and held everyone’s attention
- Well structured, excellent examples to implement into relevant industry
- Very well structured – clear objectives
- Well structured – kept me interested

What was your overall assessment of the trainer?

Average: 9.5

Range: 7-10

- Engaging and enjoyable learning experience. Becky is a wonderful trainer, thanks for a great day.
- Delivered very well, kept everyone engaged throughout full day training. Excellent statement of intent too.
- Approachable, non-threatening, made it enjoyable.
- Spoke well, good communicator
- Very clear concise training delivered in a friendly efficient manner.

What parts of the workshop were of most value to you?

- Statement of intent x 3
- Needs questions x 3
- Rehashing questions, especially needs and current
- Total package – what was needed to build your confidence
- Personality styles – DISC
- Communication matrix
- DISC x 2
- All of it! I was interested and found value to all content
- I have done a fair bit of sales training in the past so this was a good refresh. For me, being new to the device industry – objections and needs questions
- The sales call structure. Will definitely take this on board and utilize
- DISC communication types and questioning to find needs
- Personality traits x 2
- The sequence of the sales process in giving a very good structure
- Pretty much all of it. Great to reinforce previous selling and overcome the complacency having been in sales for some time. Inspiring and motivating – thank you

What else would you like to have covered in future workshops?

- Advanced key account management x 4
- Advanced negotiation skills x 6
- Advanced presentation skills x 3
- Advanced questioning techniques x 6
- Business writing skills x 2
- Communication flexibility in business x 3
- Emotional intelligence x 2
- Handling conflict x 6
- Project management x 1
- SPIN selling techniques x 3
- Strategic planning x 5
- Territory planning x 5
- Time Management x 1
- Writing emails x 2
- Mindfulness x 1

If this workshop was to be held again, what advice do you have to make it more valuable for future participants?

- Be on time – otherwise with the pre-reading we were well prepared
- I would run it along same lines
- “Same again bigger tumbler”... participate, participate, participate
- Understand the level of sales experience of all training ☺ Thank you
- It was good
- Do 2 days to see development and confidence
- Role play with management/industry scenarios
- Bigger posters ☺
- Shorter breaks but keep the momentum flowing
- I would really like more of this – I thought what Nick had to say re continuing this was extremely valuable