

Closing Sales



Course Brochure

Choose the learning pathway that fits your schedule

1



In-Person Live Programme

[In-person programme](#)

2



Online Live

[3-day instructor led virtual programme](#)

3



Hybrid Delivery Option

[E-learner with a live online scenario and assessment with our course coordinator](#)

Why this course?

- ✓ Learn the full sales cycle — from first contact to signed deal
- ✓ Proven techniques for rapport, questioning, and objection handling
- ✓ Practical closing strategies to boost your conversion rates
- ✓ Delivered through real scenarios and hands-on practice across 3 days

Who should attend?

- ✓ Sales representatives and account executives
- ✓ Business development professionals
- ✓ Entrepreneurs and business owners who sell directly to clients
- ✓ Anyone looking to improve their closing and negotiation confidence



Ready to register or discuss a team booking?
Book a Consultation



Objectives & 3-day live programme



Objectives

- ✓ Understand the complete sales process from prospecting to closing
- ✓ Build rapport and trust with potential customers
- ✓ Identify customer needs through strategic questioning
- ✓ Present solutions aligned with customer value
- ✓ Handle objections and close deals with confidence



Course Contents

- ✓ The Sales Process & Customer Psychology
- ✓ Building Rapport, Credibility & Trust
- ✓ Strategic Questioning & Needs Discovery
- ✓ Presenting Solutions & Value Propositions
- ✓ Objection Handling & Proven Closing Techniques



3-day live programme modules

 Day 1	Sales Foundations & Rapport Building	The sales cycle, customer psychology, and building trust and credibility with prospects
 Day 2	Discovery & Value Presentation	Strategic questioning to uncover needs, and presenting compelling, customer-aligned solutions
 Day 3	Objections & Closing Mastery	Handling objections with confidence and applying proven closing strategies to win deals



3-Day Live Programme Pricing (USD, excl. VAT)

Online Live: US\$ 1,995 | In-Person: US\$ 2,295

*Early Bird and Corporate Group Pricing Available on Request.



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Online Live & Hybrid Delivery Options

Flexible live delivery routes for busy professionals



Online Live Option

Length: 3-days (instructor led live)

Price: US\$ 1,995 (excl. VAT)

Attend a 3-day interactive live virtual programme from anywhere.

- ✓ Live instruction and real time interaction
- ✓ Service scenarios and practical exercises
- ✓ Group discussions and collaborative activities
- ✓ Q&A sessions and facilitator feedback.
- ✓ Digital course materials, templates and job aids



Course Materials

- Interactive Course Content
- Detailed Course Outline
- Comprehensive Learning Outcomes
- Insightful Quizzes or Assessments
- Case Studies
- Resource Lists
- Learner's Workbook
- Presentation Slides



Hybrid Delivery Option

Length: 4-5 hour online E-Learner + 30 minute live scenario and assessment)

Price: US\$ 700 (excl. VAT)

Complete the 4-5 hour comprehensive E-Learner course at your own pace.

- 1 Step 1:**
Access the E-Learner 6 module course on our LMS platform at your own pace.
- 2 Step 2:**
Apply learning through innovative and interactive practice, service scenarios, and modern learning mechanisms.
- 3 Step 3:**
Complete the E-Learner and join a 30 minute live scenario and assessment session with a course coordinator online.
- 4 Step 4:**
Demonstrate understanding of the course objectives by way of a discussion with the course coordinator.
- 5 Step 5:**
Receive a Certificate of Completion when all requirements are met.



**Ready to register or discuss a team booking?
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