

COMMERCIAL SKILLS DEVELOPMENT

This course is designed to help win, satisfy and retain clients and increase rates of proposal acceptance. It is targeted at developing relationship building skills and understanding how to create value for clients.

The programme runs in two one-day blocks. The first is a one-day workshop to cover the core content of the course and establish peer development partnerships with other participants.

The second one-day workshop is to review actions and learning, the implementation of action plans and the presentation of plans and proposals. In the period between workshops, participants will work within their peer groups to develop skills and action plans.

Who will benefit most from this training?

The course is an essential addition to the skill sets of members with relationship, account management or sales responsibilities or, indeed, anyone who needs to present plans and recommendations to clients or senior executive teams.

The course caters to different learning styles and is an excellent personal development opportunity for experienced energy or sustainability consultants and managers.



**Energy Management
Association of New Zealand**

EMANZ Training 2018

Attendee Feedback

"I found that this course was worthwhile to attend as I learnt new techniques and methods that I'll use going forward. Maurice was an engaging presenter and the course was comprehensive, so I'd recommend it to others who are looking to grow their selling skills."

"Many thanks for your energy, insight and ability to share! – had a great time and learnt so much"

ENERGY MANAGEMENT ASSOCIATION OF NEW ZEALAND

Level 6, Hope Gibbons Building
7-11 Dixon Street
PO Box 19261, Courtenay Place
Wellington 6149

04 385 2839

www.emanz.org.nz

COURSE CONTENT

The content of the two workshops includes coverage of:

<ul style="list-style-type: none">• Relationship Selling Philosophy• Creating Customer Value• Gain an Interview• Relationships of Influence• Communication Skills• Establish Clients Needs	<ul style="list-style-type: none">• Prepare Proposal• Develop Presentation Strategy• The Presentation• Client Management• Emotional Intelligence
---	--

For a bit more information on the Commercial Skills Development Programme please click this link to a recent webinar presented by the trainer Maurice Batey.

[Introduction to Commercial Skills Development Programme](#)

LOCATIONS & DATES		
Auckland 16 March 2018 & 16 April 2018	Wellington 22 June 2018 & 20 July 2018	Auckland 21 September 2018 & 26 October 2018

Investment *(excludes GST)*

EMANZ Member

Non Members

Training Course
(covers both days- split into two one-day workshops)

\$950 pp

\$1,100 pp

For full course details and registration links click here

www.emanz.org.nz/commercial-skills-development

This programme is brought to you by EMANZ in association with [CEO Group](#).