

4 LEVELS CONCEPT



	BASIC SALES	SUPERVISOR	MANAGERS
LEVEL I FOUNDATION MODULES		√	√
LEVEL II PROFESSIONAL SELLING MODULES	√	√	√
LEVEL III SALES MANAGEMENT MODULES		√	√
LEVEL IV SPECIAL TOPICS / ENHANCEMENT MODULES			√

DETAIL SALES TRAINING MODULE BY LEVEL



LEVEL 1 : FOUNDATION MODULES (JHHP/UJ)

Module 1	:	Sales competencies
Module 2	:	Basic Distributor Management
Module 3	:	Basic Distributor Profitability calculation
Module 4	:	Presentation Skills

LEVEL 2 : PROFESSIONAL SELLING MODULES

Module 1	:	Selling step (Basic Call Procedure)
Module 2	:	Persuasive Sales Presentations
Module 3	:	Handling Objections
Module 4	:	Merchandising

LEVEL 3 : SALES MANAGEMENT MODULES

Module 1	:	Field Training
Module 2	:	Time Management
Module 3	:	Motivating Salespeople
Module 4	:	Supervisor skills

LEVEL 4 : SPECIAL TOPICS / ENHANCEMENT MODULES

Module 1	:	Key Account Management
Module 2	:	Category Management
Module 3	:	Efficient Consumer Response
Module 4	:	KAP+
Module 5	:	Negotiation Skills
Module 6	:	Situational Leadership
