



SUPER SELLING AND CUSTOMER MARKETING SKILLS



ULTRAVANTAGE
Sales. Culture. Transformation

MODULE TWO ASSESSMENT GUIDE

module two

3 KEYS TO BECOME AN EFFECTIVE AND PRODUCTIVE SALESPERSON



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LESSON 1-2:

STATE MANAGEMENT & MIND MANAGEMENT

Q1. For a few minutes, think about the last time you performed badly at a sales presentation. What could you have done better?



LESSON 3:

TIME MANAGEMENT FOR SALESPEOPLE

Q2. Mr. A has a lot of tasks to handle within the next 3 hours and doesn't have a clue how to start. Using the case study discussed in the video. What would you do to ensure proper time management?


