

SUPER SELLING AND CUSTOMER MARKETING SKILLS



ULTRAVANTAGE
Sales. Culture. Transformation.

MODULE FOUR ASSESSMENT GUIDE

module four

BUILDING YOUR CREDIBILITY WITH PROSPECTS

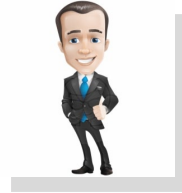


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LESSON 1:

EXCELLENT APPEARANCE = CREDIBILITY BOOST

Q1. Personal appearance is a major tool for building credibility. True or False?



LESSON 3:

MASTERING SALES VOCABULARY

Q2. Mr. A just got a job in a multi-national company and is responsible for driving company revenue. What would you advise Mr. A to do first to effectively drive sales?



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