



Motivating Your Sales Team

Motivating Your Sales Team - Online Training Course - CPDUK Accredited



Corporate Member

The CPD Certification Service



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OVERVIEW

Welcome to The Mandatory Training Group's online Motivating Your Sales Team training course. All our online training courses, programmes and qualifications are accredited by the CPD Certification Service (CPDUK).

Everyone can always use some inspiration and motivation. This Motivating Your Sales Team course will help learners target the unique ways each team member is motivated. Finding the right incentive for each member of your sales team is essential as motivation works best when it is developed internally. Harness this through better communication, mentoring, and improving the right incentives.

Our online Motivating Your Sales Team training course will help learners create the right motivating environment that will shape and develop their sales team with the right attitude and healthy competition. Instilling that unique seed which grows the motivation in your team will ensure an increase in performance and productivity. Have the best sales team you can have through better motivation.

Motivating Your Sales Team – E-Learning Course – CPDUK Accredited

- ◆ Study method – Online, self-paced
- ◆ Estimated duration (Indicative CPD hours) – 4 hours
- ◆ Course format – Online (24/7 access)
- ◆ Entry requirements – no prerequisites required
- ◆ Assessment type – Complete end of course assessment (80% needed to pass and gain CPD certificate)
- ◆ Certification/Qualification – Downloadable CPD certificate
- ◆ Cost(s) of assessment and certification – Assessment and certification costs included in the course price
- ◆ Course accreditation – CPD Certification Service (CPDUK)
- ◆ Course access – Part-time (1-year access)
- ◆ Course delivery – via desktop PC/MAC, laptops, tablets or smartphones.

Who is the course for?

This online Motivating Your Sales Team training course is suitable for those who want to know about tried and tested methods of motivating sales teams.

Course aims

This online Motivating Your Sales Team training course will help learners create the right motivating environment that will shape and develop their sales team with the right attitude and healthy competition. Instilling that unique seed which grows the motivation in your team will ensure an increase in performance and productivity. Have the best sales team you can have through better motivation.

Learning outcomes

The learning outcomes of this online Motivating Your Sales Team training course are to:

- ◆ Discuss how to create a motivational environment
- ◆ Understand the importance of communication and training in motivating sales teams
- ◆ Determine steps your organisation can take to motivate sales team members
- ◆ Understand the benefits of tailoring motivation to individual employees
- ◆ Apply the principles of fostering a motivational environment to your organization.

What is covered in this course?

This online Motivating Your Sales Team training course includes the following:

Module 1: Getting Started

- Housekeeping Items
- Pre-Assignment Review
- Workshop Objectives
- The Parking Lot
- Action Plan

Module 2: Creating a Motivational Environment

- Frequent Team Check-Ins
- Train Your Team
- Emulate Best Practices
- One Size Does Not Fit All!
- Case Study
- Module Two: Review Questions

Module 3: Communicate to Motivate

- Regular Group Meetings
- Regular One on One Meetings
- Focus on Strengths and Development Areas
- Ask for Feedback
- Case Study
- Module Three: Review Questions

Module 4: Train Your Team

- Focus on Training and Development
- Peer Training
- Mentoring
- Keep the Focus Positive!
- Case Study
- Module Four: Review Questions

Module 5: Emulate Best Practices

- Look to Industry Leaders
- Solicit Team Member Suggestions
- Take a Field Trip!
- Leverage Outside Expertise
- Case Study
- Module Five: Review Questions

Module 6: Provide Tools

- The Right Tools
- Ask Team Members What Tools They Need
- Provide High-Quality Tools
- Allow for Training
- Case Study
- Module Six: Review Questions

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Module 7: Find Out What Motivates Employees

- One Size Does Not Fit All
- Find What Motivates Individuals
- Find What Motivates the Team
- Tailor Rewards to Employees
- Case Study
- Module Seven: Review Questions

Module 8: Tailor Rewards to the Employee

- Motivation is Personal!
- Choose 1-3 Motivators
- Employee's Personal Goals
- Reward Achievements
- Case Study
- Module Eight: Review Questions

Module 9: Create Team Incentives

- Incentives Foster Teamwork
- Team Goals
- Choose 1-3 Motivators
- Reward Achievements
- Case Study
- Module Nine: Review Questions

Module 10: Implement Incentives

- Regular Incentives
- Mark Milestones
- Encourage Friendly Competition
- Keep Value Reasonable
- Case Study
- Module Ten: Review Questions

Module 11: Recognize Achievements

- Recognition Motivates!
- Recognise Achievements Regularly
- Recognise Achievements Publicly
- Document Achievements
- Case Study
- Module Eleven: Review Questions

Module 12: Wrapping Up

- Words From The Wise
- Review Of The Parking Lot
- Lessons Learned
- Recommended Reading
- Completion Of Action Plans And Evaluations

Why is this online Motivating Your Sales Team training course essential?

Motivation is one of the essential components of sustained sales success over time.

As a sales manager or director, you can only influence your team's sales performance in two dimensions: (i) Their skillset (what they can do), and (ii) their motivation (how repeatedly or passionately they do it).

Improving your team's skill set is a mostly objective process. By evaluating current performance metrics and comparing them to a prosperous end state, you can diagnose what areas need improvement and act accordingly.

But motivation is far harder. Not only are there many external factors that affect motivation, but every person also requires different incentives and motivational tactics. In my decades as a sales leader, I've used the following strategies to motivate my team and drive motivation through the roof successfully.

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Learn. Develop. Comply

HOW IT WORKS

Instant Access

- Gain instant access to your course(s) upon purchasing through our website
- Login credentials are sent immediately to the customer to the email address provided during the checkout process
- We also advise all customers to check their spam and junk mail folders in case your mail server has diverted the email there

Online Support 24/7

- Customer service teams interact with clients through email and live chat support.

Refund policy

- To request a refund, you should email our support team with your receipt stating why you would like to be reimbursed.
- You, or your learners, must not complete the training to make a valid refund claim.
- Any courses that have been completed and those with certificates achieved will not be valid for a refund.

Learn Anytime, Anywhere, On Any Device

- Learn at your own pace, at a time and place convenient to your circumstances
- Individual learners can access their course material(s) 24/7 for 365 days from the date of purchase
- In the case of organisations that order multiple licences for future use, the countdown will start when learners are allocated to the training course(s)

Assessment and Certification

- Unlimited attempts to complete end of course assessments
- On successful completion, download, print/save quality-assured CPD certificate

100% Money Back Guarantee

- We want you to be completely satisfied with your training. We offer a 14-day money-back guarantee if you are not 100% satisfied.

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ACCREDITATION

End of course assessment

At the end of this course, learners are required to complete an online end of course assessment. On successful completion of the assessment (80% pass mark), learners may download a FREE CPD certificate from their profile page.

Certification

On successful completion of this e-learning course and end of course assessment, the learner may download, save and/or print a quality assured CPD certificate (recognised internationally). Our CPD certificate can be used to provide evidence for compliance and audit or Continuing Professional Development (CPD).

Course accreditation

The CPD Certification Service accredits all our online training courses and programmes as conforming to universally accepted Continuous Professional Development (CPD) guidelines.



A banner with a white background and a dark blue border. On the left is the logo for Mandatory Training Group, featuring the letters 'CPD' in a large, blue, stylized font with a circular arrow around the 'P', and the text 'Mandatory Training Group' below it. In the center, the text 'Corporate Member' is written in a large, blue, sans-serif font, with 'The CPD Certification Service' in a smaller font below it. At the bottom center, the text 'CPDUK Corporate Membership Number- 11177' is displayed. On the right is the 'CPD CERTIFIED' logo, with 'CPD' in a large, purple, stylized font with a circular arrow, 'CERTIFIED' in a smaller, purple, sans-serif font below it, and 'The CPD Certification Service' and 'Collective Mark' in even smaller text at the bottom.

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WHY CHOOSE OUR ACCREDITED E-LEARNING COURSES?

The benefits of using our accredited e-learning courses in the workplace include:

- CPDUK accredited e-learning provider
- Ofqual approved training centre (UK qualifications)
- Internationally recognised CPD and Ofqual approved certificates
- Wide range of courses and qualifications that meet UK legislation and guidelines
- Over 500 online courses and programmes that cover multiple sectors
- Free blended learning environment for individuals and organisations
- Immediate access to online courses and programmes
- Highly interactive e-learning portal
- Substantial cost reductions (no travel fees and other expenses)
- Self-paced online learning
- Low carbon footprint through e-learning
- Repository of online learning materials and assessments
- Fully qualified and experienced trainers, instructors and assessors
- Experienced subject matter experts and content developers
- Conversion of existing classroom courses to e-learning courses
- All training courses meet the latest guidance and best practice recommendations.



Civility in the Workplace Training Course for Global Executives

"YPO is the premier global leadership organisation for more than 28,000 chief executives in over 130 countries and the global platform for them to engage, learn and grow. We approached The Mandatory Training Group to develop an online training programme focusing on improving workplace civility. Their team developed excellent learning materials tailored to our organisational needs. With their support, we rolled out the civility in the workplace training programme to over 300 executives around the world."

Nicolle Billmyre, YPO, Texas, USA



City and Hackney

Clinical Commissioning Group

Counter Fraud, Bribery and Corruption Training for NHS Providers

"NHS City and Hackney Clinical Commissioning Group (CCG) is an NHS organisation led by local GPs. The Mandatory Training Group provided us with tailored courses focussing on tackling fraud, corruption and bribery for all our staff across various sites. The e-learning courses helped us to meet statutory and regulatory requirements".

Harriet Griffiths, NHS City and Hackney CCG, London, UK

Accredited Training Courses, Programmes and Regulated Qualifications



"Reed is the largest platform for jobs, recruitment and courses in the UK. The Mandatory Training Group is one of our most trusted providers of continuing professional development (CPD) programmes and regulated qualifications. They have provided us with a wide range of learning materials ranging from soft skills, personal development, health and safety, among others. These courses help many job seekers to improve their skills and comply with the current UK and European laws".

Mansh Bhatti, Reed Courses, London, UK

“When we set up our business, we were looking for a reliable training provider for the healthcare multi-disciplinary team (MDT). We worked with The Mandatory Training Group to establish our training needs for each group of professionals. Their experience was invaluable, helping us to design new courses and assessments to meet the commissioners' and regulatory requirements”.

Anne Joy, OSD Healthcare, Hemel Hempstead, UK



Healthcare choice for **everyone** **Statutory and Mandatory Training for Healthcare Providers**

“All our senior clinicians were delighted with the delivery of the mandatory training courses. They found the course leaders to be very flexible with allocating more time to certain areas at request. The course contents that LearnPac had designed were tailored to our workforce, which helped them improve their understanding of the subjects. The application of legislative concepts to practice was excellent”.

Sophie Hartley-Jones, OneHealth Group, Sheffield, UK

Online Training and Development for the Public Sector



“We work with various public sector organisations. Statutory and mandatory training is essential for all our placements. We used LearnPac for the blended learning environment they provide for our staff. The online statutory and mandatory training courses adequately meet our regulatory requirements. LearnPac's learning management system enabled us to manage our learners and quickly sort out compliance for our workers. The flexibility of pricing and meeting our needs with the mandatory training was beneficial.”

David Sanchez, Eden Brown Synergy, London, UK



Blended Train the Trainer Courses for Healthcare Providers

“We were looking to provide resuscitation and first aid training for clinical and non-clinical staff internally. The Mandatory Training Group stood out because they provide comprehensive blended learning solutions. Our internal trainers and facilitators were able to complete the theory training and assessments in advance. The practical sessions were packed with meaningful activities throughout the day. The lead trainers also helped us to complete training needs assessments”.

Kate McLoughlin, Nuffield Health, Bournemouth, UK

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LEARN. DEVELOP. COMPLY.

The Mandatory Training Group is the leading UK provider of accredited statutory and mandatory training courses for all sectors, including health and social care, education, local government, private and charity sectors.

We have supported over one million learners to reach their potential through e-learning courses and qualifications using our interactive online learning portal.

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