



Sales Forecasting & Hitting Targets

What you'll learn

- ✓ About the Course
 - ★ Get an overview of what the course covers
- ✓ Sales Forecasting & Hitting Targets
 - ★ Know how to forecast, set realistic targets and use KPIs to smash those targets!
- ✓ Course Wrap Up
 - ★ Have a quick review of what you have learned

What does our Sales Forecasting & Hitting Targets course cover?

Managing Forecasts, Targets and KPIs for Results

Sales is a numbers game, and you live and die by the numbers you achieve!

Yet dealing with "numbers" is far removed from selling, or even managing salespeople, so many sales managers struggle with this side of the role.

In this course, we show you the basics of forecasting, but it's not a technical paper or template - you can find these in many places.

We show you the basics of forecasting, and then show you how to apply your forecasts to practical issues, like setting realistic targets, reducing your stress levels, and using (and closely tracking) the right KPIs to smash your targets!

This course will show you how to set up and use your forecasts in a practical way, to make sure the numbers you hit are the best they can be.

This Sales Forecasting skills training course, like all our courses, has been developed over many years of classroom and online delivery. Content has been thoroughly researched and is constantly updated so it's always leading edge. It's completely interactive and is full of practical knowledge and solutions.

Still wondering whether to do the course?

Just think about this: how much would you benefit if you had better sales forecasting skills?

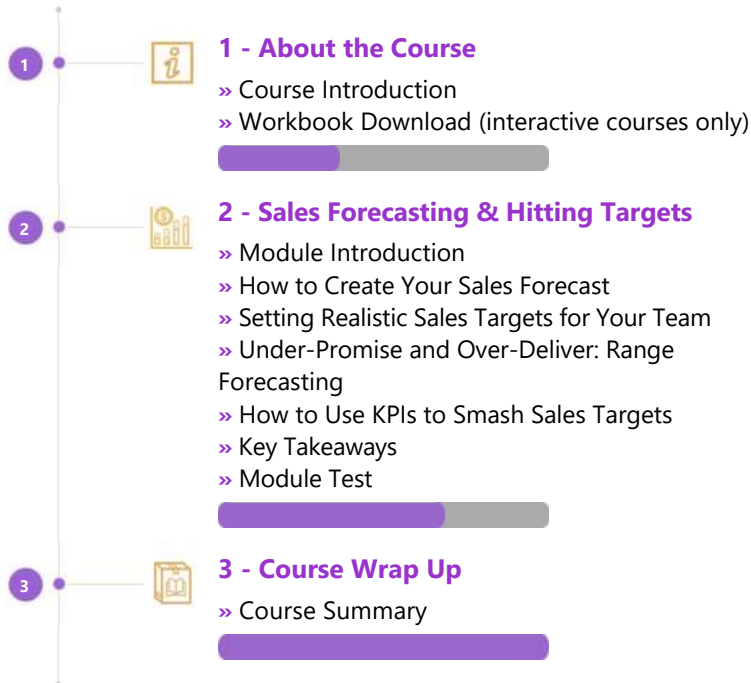
Course requirements

This is a 'back to basics' course, so although experience in a sales management role will be very helpful, you won't need it to understand the content.

Who's this course for?

Sales managers, present and aspiring, who are looking for an interactive, practical induction into how to forecast, set realistic targets and use KPIs to hit and exceed those targets.

Course content for Sales Forecasting & Hitting Targets



And There's a Great 28-page Workbook...

How about realizing your **full potential**?

Choose the **Development** course option and get your own great, results-focused downloadable workbook.

The workbook features:

- **Summary notes** of the course to refer to as you go
- Space for **your own notes** alongside the summaries
- Apply the lessons in each module to your own situation and needs
- The **unique ZandaX Personal Action Plan** with four structured Follow Up Sessions for you to monitor and manage your ongoing development
- A final Review Session for you to see just **how far you have come!**



More about the ZandaX Sales Forecasting & Hitting Targets course

Get In Control of the Numbers!

Understand how to forecast, set realistic targets, and monitor KPIs for maximum results

This course will take you through the steps you need to take control of the numbers that define the level of your success.

You'll start with how to **create your forecast** and some of the most common methods used.

You'll then learn about **setting realistic targets** - so people are stretched and motivated at the same time.

The next lesson is an interesting one, where we show you how to use **Range Forecasting** to manage other people's expectations - and reduce your stress levels!

Finally we get to the focus of day-to-day management: **using KPIs to smash your targets!** You'll see how focusing hard on the right things will remove distractions, and boost results.

At the end of this course, you'll know how to use the "numbers" side of your role to enhance the way you manage your team - and get the results you want.

Watch the modules, revisit them time and again ... and have fun with improving your skills!

Learning options

This course is delivered as fully interactive online content which you can pause, re-run and revisit as often as you like. You can view the content in any order, and review whatever you like at any time.

The course is offered with the following option:

Interactive option

This is our most popular course option because it also includes a comprehensive ZandaX workbook and Development Plan which allows you to engage fully and deepen your understanding enormously.

This option is for you if you're serious about your development.

ZandaX

ZandaX – Change Your Life ... Today

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