

## Business Development and Emotional Intelligence

3 days



*Pre Course online Emotional Intelligence diagnostic*

*This course delivers unprecedented results through the application of The Human Element®. Make the link and release the human potential in sales people and sales leaders.*

**Introduction and Objectives.** This workshop session is *like no other* and explores new ways of reaching first class performance in business to business sales. Based on The Human Element® this interactive, thought provoking and “mind shaping” programme delivers results fast.

**Individual Effectiveness:** Linear and Bipolar Scales- report guidance and interpretation

**Significance, Competence, Likeability and Leadership;** the route to productivity and effectiveness. Applying your Emotional intelligence in business development

**Not another Acronym:** People buy people, and traditional training focuses upon the process rather than the person. Make the link and unlock your sales and sales leadership potential with The Human Element®.

**Developing sustainable Business relationships** Plan your territory and manage your activity to deliver a specific result; use the Development pointers from the Emotional Intelligence diagnostic to get results.

**Make the link: sales simulation**

**Plan of Action** based on your EI report.



Call Mike on 07812 596943 to book your place or email [mike@makingthelink.co.uk](mailto:mike@makingthelink.co.uk)

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