

Course Specification and Quotation

Sales Training Course (ISSM Level 3)

The course comprises:

Induction	Personal Development Plan and communication/ learning style assessments, plus initial coaching session	15 hours
Module 1	Understanding laws and ethics of selling (L2 ISSM)	22 hours
Module 2	Preparing and delivering a sales presentation (L3 ISSM)	40 hours
Module 3	Handling objections, negotiating and closing sales (L3 ISSM)	50 hours
Module 4	Understanding influences on buyer behaviour (L3 ISSM)	24 hours
Module 5	Work Experience module	72 hours
Total learning hours		223 hours

Hours include personal study, work experience and “classroom”/tutor interaction time and are based on the guided learning hours as suggested by ISSM. You may be able to complete this course in less time or may take longer than has been suggested

The course will be delivered in a variety of formats which will include online classes, one to one mentoring and (physical) classroom based sessions. All sessions (whether online or in person) will be advertised in advance. You are advised that it is your responsibility to ensure attendance at these sessions.

Please note that to achieve the ISSM level 3 component of the course students must complete and pass 4 assessed assignments.

To register for the course, please complete our full registration form which you can find at www.createafutureacademy.co.uk/courseregistration Registration for the course will be confirmed on clearance of funds. We can accept cheques or BACs transfer. Payments can also be made via PayPal on request.

Cost of course: **£1,800 (no VAT)**

For further information please contact Carole Gallant (carole@createafuture.co.uk) or as below.

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