

Business Fundamentals – Fundamentals of Sales

Course Information Sheet

About the course

This **non-accredited short course** is delivered by **Master Builders Association of Victoria (RTO no 3935)**.

Participants who complete this course will be implementing the fundamentals in every sales transaction. Upon completion of this course participants will:

- evaluate client needs
- develop solutions
- win more client commitment

Learning outcomes

- Importance of human interaction
- The fundamentals of every sales transaction
- Preparing for, assessing & fulfilling client expectations
- Overcoming objections & developing successful closing strategies
- Securing future sales opportunities
- Discover new ways to approach interactions or challenges and what actions influence real sales outcomes.
- Become aware of personal development priorities
- Refine and implement new learned skills in the workplace.
- Develop new skills to effectively question, evaluate client needs and develop effective solutions leading to better sales outcomes.
- How to improve sales performance in your business.

Who should study this course?

The fundamentals of Sales course is recommended for anyone in a Frontline sales role.

Training recommendations

There are no pre-requisites for this short course.

Learning support

Master Builders provides additional support to students who require assistance in completing their course assessments and requirements. A range of support services are available to students who experience literacy, digital literacy and numeracy difficulties.

Master Builders encourages all individuals regardless of their disabilities and social, racial, cultural or educational background to apply for training courses in accordance with the requirements of the *Equal Opportunity Act (Vic) 2010* and related legislation.

Course structure and duration

The course is delivered in **face-to-face classes for 15 hours over 2 days.**

Upon successful completion of this course, student will receive a Statement of Attendance from **Master Builders Association of Victoria (RTO no 3935).**

Course fees

Please note the following fee categories:

Category	Fee
Master Builders Member	\$950
Master Builders Member + Incolink contributor *	\$195
Non-Member + Incolink contributor*	\$800
Non Member	\$1,300
ALink Student Member	\$1,105

Note:

- The student tuition fees as published are subject to change given individual circumstances at enrolment.
- Eligible Incolink contributors are current Incolink financial members who pay into the Incolink Training Levy.

For a full **statement of fees** please contact 9411 4555 or email training@mbav.com.au.

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Master Builders training policies

<http://www.mbavtraining.com.au/content/policies-and-procedures/>

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