

Master Sales Leadership inline training **agenda**

increase your
return on
sales leadership



Part 1

Increase your ROSL

e-learning Part 1

- Increase your return on sales leadership
- Prioritize high-leverage activities
- Prioritize high-leverage accounts and opportunities
- Act early
- Develop your team
- Optimize your time
- Practice 1

Workbook Part 1

Concept recaps and application activities

amplify team
performance



Part 2

Optimize your team

e-learning Part 2:

- Optimize your team
- Identify your team type
- Identify your leadership style
- Adopt the right leadership style for your team
- Identify skills gaps
- Lead team training
- Lead team meetings
- Practice 2

Workbook Part 2

Concept recaps and application activities



Part 3

Master coaching

e-learning Part 3:

- Master coaching
- Use coaching to improve performance
- Prioritize who and what to coach
- Adopt the right coaching strategy
- Practice 3

Workbook Part 3

Concept recaps and application activities

optimize revenue
management



Part 4

Build consistency & accuracy

e-learning Part 4:

- Build consistency and accuracy
- Analyze your pipeline
- Coach pipeline
- Improve forecast accuracy
- Practice 4

Workbook Part 4

Concept recaps and application activities



Part 5

Drive sales performance

e-learning Part 5:

- Drive sales performance
- Select your Top X
- Coach Top X accounts
- Co-sell or coach?
- Co-sell and coach Top X opportunities
- Practice 5

Workbook Part 5

Concept recaps and application activities

Leadership Toolkit

Create your own leadership cadence, using the skills learned in parts 1–5, and apply it with your team over the course of 1 month.

Use the 13 digital guides in Leadership Toolkit to review concept recaps, download tools and resources, and watch expert coaching videos for each item in your cadence.