



SALESMOOSE

GROW PEOPLE - GROW SALES

Young Professional in Business

10 weekly modules on Business Mindset & Management Skills
Intensive live training & coaching program

- Learn all relevant management skills and develop a winning Mindset
- Improve your performance by weekly intensive peer group coaching.
- Practice your skills in small groups of max. 5 coached by an experienced Business professional.

For who:

- Junior business managers
- Team leaders & Consultants
- Managers with P&L or budget responsibility
- The program can start with a minimum of 5 participants per group.
- Languages: ENG, DE, NL.
- Budget: € 1250,-

By who:

SalesMoose has 11 experienced coaches with each more than 25 years of relevant experience in all sectors. This is why a thorough understanding of all sectors' unique challenges is ensured.

Program outline & objectives:

1. **Self-awareness:** Your program starts with a Business Profile of SalesStep. This is your personal development dashboard that highlights your development priorities and business talents.
2. **Mindset:** Develop a winning Mindset by 10 intensive weekly peer group coaching sessions in a small group of max. 5.
3. **Skills:** Learn how to master your essential business skills like conflict management and talent management in a classroom setting.

Rehearse what you learn in role plays and put your practice skills directly into action in the time between the weekly coaching sessions. During the sessions you will learn to reflect and provide feedback on real life cases. All coaching sessions are online and recorded.



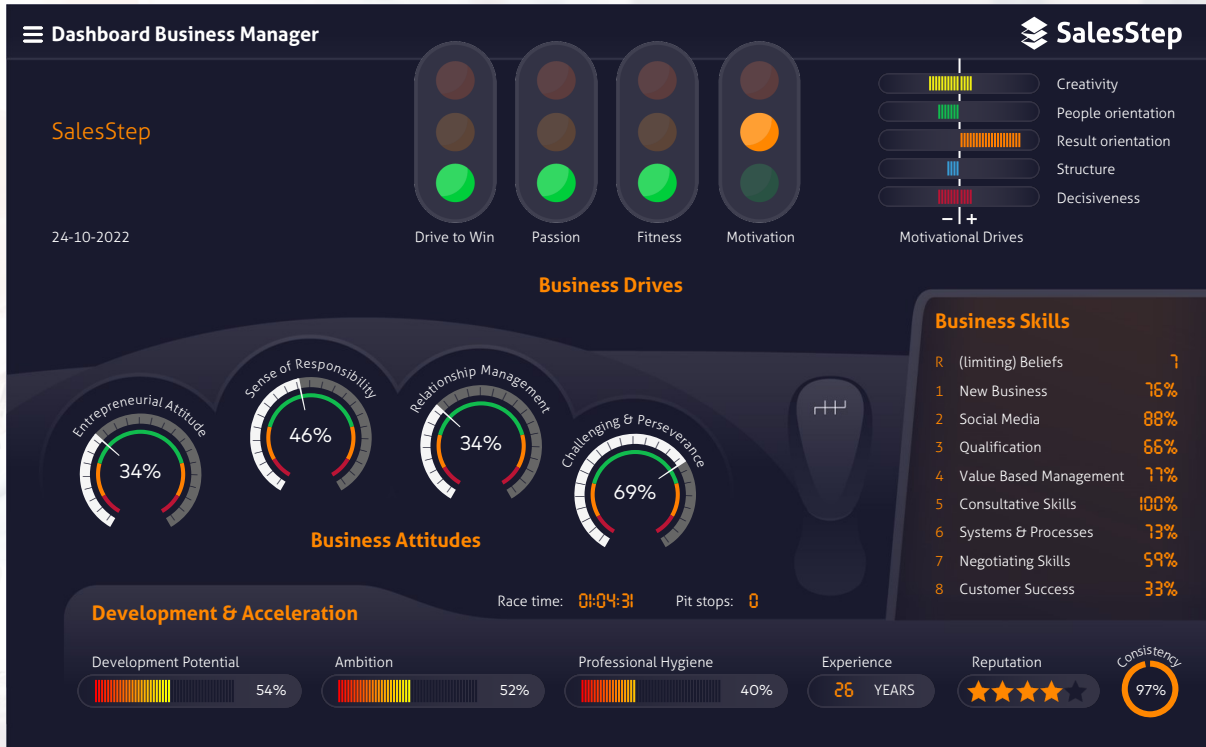
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Young Professionals in Business weekly coaching agenda					
Session	Time	Young Professional in Business	Tools	how	who
1	1/2 day	Kick Off, SalesStep evaluation & Learning objectives	Slides	Classroom	 SALESMOOSE
		SalesStep Business profile evaluation		Online	
		Self-awareness			
2	90 min.	SalesStep Business Profile results & Personal Manual	SalesStep	Zoom	
		Development priorities hard and soft skills			
4	90 min.	Limiting Beliefs and Blindspots	Johari & SalesStep		
		Mindset & Leadership			
5	90 min.	Personal Leadership	Syllabus	Zoom	
6	90 min.	Challenging & perseverance			
		Business Skills			
7	90 min.	Time Management & Delegation	Syllabus	Zoom	
8	90 min.	War on Talent (Recruit - retain - develop)			
9	90 min.	Team building & conflict management			
10	1/2 day	Classroom training & Certification	Quiz	Classroom	