

**Sales Management: Lead by defining, refining & driving your modern Sales Process!**

**Course Title: MHPT- Part 1 - Managing A High-Performance Team**

**Automotivaters Training Delivery Methods: Trainer Lead:** In-Person or Online Live via Zoom.

**Duration:** 6 hours in-person or 2 x 3-hour sessions via Zoom.

**Attendees:** Sales Management and General Managers

**Learning Objectives:**

- To increase the sales managers' knowledge of modern best practices in the current customer environment.
- To increase managers' understanding of the dynamics of 'change management' and their role in achieving higher performance through their people.
- To gain greater knowledge of how to develop a "high-performance culture."
- Increase comfort with and effectiveness in conducting better-structured one-on-one coaching.
- Increase the manager's ability to deliver more effective skill development meetings.
- Managers will be able to motivate team members to change positively.
- Managers will be able to develop productive habits for themselves and the team
- Managers will better understand the forces at work against them in developing their team and be more confident in overcoming those forces.

**Expected Outcomes Upon Execution of Strategies:**

- With the execution of discussed strategies, a culture of personal responsibility for team members will emerge.
- Increases in sales volume and long-term profitability.
- Increase in CSI and customer retention