

## ADVANCED SALES MANAGEMENT

This sales manager training helps you better handle the ups and downs in your business—and ensure your team's success!

Seminar #5598

### Overview

In three days of advanced sales management training, you'll get skills to keep pace with all the issues that are revolutionizing sales force management. It's the sales manager training seminar to choose if you want to become a more effective manager—and advance further, faster, in your career. You'll discover the can't-fail techniques that have already benefited thousands of your colleagues. Here is advanced sales management training that will help you learn how to achieve peak performance in every area indispensable to sales management success.

### Schedule

- [3] days

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- [3] days - \$2,545 Non Members
- [3] days - \$2,295 AMA Members
- [3] days - \$1,965 GSA

### Credits

1.8 CEU

### Schedule

We have 9 scheduled sessions located nationwide starting between 6/20/2012 - 2/4/2013

Date	Location	Duration
Jun 20, 2012 - Jun 22, 2012	Hilton Head Is, SC	3 Days
Jul 25, 2012 - Jul 27, 2012	Chicago, IL	3 Days
Aug 22, 2012 - Aug 24, 2012	New York, NY	3 Days
Sep 17, 2012 - Sep 19, 2012	Chicago, IL	3 Days
Oct 8, 2012 - Oct 10, 2012	Arlington/Washington DC, DC	3 Days
Oct 22, 2012 - Oct 24, 2012	San Francisco, CA	3 Days
Nov 14, 2012 - Nov 16, 2012	Atlanta, GA	3 Days
Dec 19, 2012 - Dec 21, 2012	Chicago, IL	3 Days
Feb 4, 2013 - Feb 6, 2013	New York, NY	3 Days

Registering more than 4 people, please call 1-877-566-9441.

### How You Will Benefit

- Develop leadership and team-building skills
- Recruit and train a higher caliber of sales professional
- Improve your sales team's productivity
- Keep your team accomplishments in the spotlight
- Generate increased profits with fewer resources
- Understand the internal motivators of your sales force
- Become a more effective sales manager, communicator and decision maker by applying proven leadership principles

### What You Will Cover

- The changing sales environment
- How to utilize a system for analyzing your sales planning
- The dimensions of effective sales management
- Understanding people: the basis for sales motivation and effective communication
- Organizing and structuring the sales force
- The attributes of standards of performance
- Coaching, counseling and performance appraisals
- The challenges of special personnel situations
- Creative decision-making and problem solving techniques
- The implications of sales compensation

### Who Should Attend

Seasoned sales managers who want to refine sales planning techniques, build leadership skills and become more powerful decision makers, motivators, communicators, coaches and counselors through advanced sales manager training.

### Ways to Register

- [Register Online](#)
- Call 1-877-566-9441 for an AMA Training Consultant
- Email [customerservice@amanet.org](mailto:customerservice@amanet.org)
- Fax [AMA Text Registration Form](#)
- Mail [AMA Text Registration Form](#)