



# Skillsbootcamp

## 11th May 2022

### 8:30 AM Entrepreneurial Thinking

#### Summary:

Whether you are setting up a side hustle, a solopreneur or a leader that has been empowered to build the business, develop ideas and take ownership, this course will give you the skills and tools to think like an entrepreneur.

From creative thinking tools to measuring ideas to assess their worth and then build an executive summary to "sell" the idea to others this course will equip you with the basics to move your business forward with confidence and gung ho.

#### Key Learning:

- Thinking like an entrepreneur lessons from the best
- Developing an idea and testing it
- Measuring the effectiveness - "back of an envelope decision making"
- How to write an executive summary - Plan on a page
- How to turn an idea into an action plan.

#### It would suit

This would suit leaders, senior leaders and operators, solopreneurs and budding entrepreneurs. Anyone who is empowered to build a business and turn ideas into reality.

### 10:30 AM Successful selling

#### Summary:

This course provides a guide for mastering crucial selling skills, strategies and techniques. You will gain insight into the mind set of successful sales-people and understand how to develop your skills for the 21st century.

#### Key learning:

- When to sell and when not to sell;
- Following the sales steps from making contact through to rapport and establishing value to the close and follow up;
- Dealing with negatives and obstructions;
- The top ten best tips we have found from reading 100's of articles and attending sessions.

#### It would suit:

For all those in sales, recruitment, hospitality and anyone wishing to promote their brand and wants to build their confidence.

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