

## 営業研修プログラム体験会 HPC® Sales Training Program (Trial Session)

2014年7月29日 (火) 9:00~17:00

- ・ 対象者：営業パーソン、社員教育・研修のご担当者様
- ・ 使用言語：英語
- ・ 参加費 無料 (1社につき2名様まで/オブザーバー含む)
- ・ 定員：先着30-40名名

*HPC® helps your sales organization establish the culture of "Consulting Sales".*

### What is HPC® ?



Hearing Proposal Closing sales skill by CICOM BRAINS

HPC® is an essential principle for effective sales personnel. Any sales conversation, whether a 3 minute cold call or a prepared 1 hour meeting, must cover three elements --HEARING, PROPOSAL, and CLOSING. Actual meeting goal is to agree with something (CLOSING), however, in order to do so, the PROPOSAL must meet clients needs. To understand what client really need, active listening (HEARING) is critical.

HPC®は、「聴く」/ Proposal「提案する」/ Closing「約束する」を核とした、サイコム・ブレインズによる営業スキル体系。HPCのスキルを実践することで、顧客に対する深いヒアリングを可能にし、案件の創出、ニーズの深掘り、提案からクロージングへと、商談を確実に進捗させます。現場での実践・定着度合い、業績への貢献度の高さから、幅広い業種の企業における営業研修プログラムとして採用されています。

### Topics

- ・ Orientation
- ・ What is HPC®?
- ・ Experience HPC® sales training program
- ・ How to train sales reps to understand and practice HPC®

Interactive Lecture



### Instructor



#### Yasuhiko Nakamura

President, YAS Corporation, Ltd.

Certified HPC® Instructor

Emergenetics® Master Associate

Areas of expertise:

Trainings on sales, leadership, team building etc.

Group work



### Venue

JAC Recruitment Singapore Seminar Room  
1 Raffles Place# 10-00 One Raffles Place, Tower 1  
Singapore 048616

### Application

Fax the application form on the reverse side.

Role-plays



### Inquiry

#### CICOM BRAINS (Asia) Pte. Ltd.

16 Raffles Quay #11-03A Hong Leong Building Singapore 048581

Tel: +65-6224-6195

Fax: +65-6536-3849

Email : cba@cicombrains.com

# Application Form

HPC® Sales Training Program (free trial session)

29<sup>th</sup> Jul, 2014 9:00~17:00

Target participants: Sales Person, Person in charge of Training(Able to participate as an observer)

Language : English, Maximum Size : 30-40 people

Please fill in the form blow and fax: **+65-6536-3849**

Application Deadline :24<sup>th</sup> Jul, 2014

Company Name	
Address	
Participants 1	
Name	
Designation	
Department	
Telephone No.	
Email address	
Participants 2	
Name	
Designation	
Department	
Telephone No.	
Email address	