



Jackpot Behaviour



Body Language



Rapport



Customers Buying Psychology 10 Powerful Tips : To convert a "No" to "Yes"

Most Sales trainings focus on sales techniques instead of understanding customers' psychological state. This program helps sales professionals to understand the buying psychology and behaviour.

We incorporate experimental learning, group cohorts and games to help participants grasp concepts in an interactive learning environment.

Key Learning Points

- The reasons why a customer buys.
- 4 types of customers and how to manage them
- 10 powerful body language tips
- How to turn a "No" to a "Yes"

Venue: WISMA CHINESE CHAMBER KL

Date: 23rd March 2016 (Wednesday)

Time: 9.00 am – 5.00 pm

Training fees: RM 480.00 /pax

(including refreshments, lunch, course material and 6% GST)

PSMB/HRDF – SBL Scheme

Facilitator: Mr. CB Chooi

A PMSB certified trainer with

- Business Coach for the Seed and Pre-Seed companies registered with Cradle Fund Malaysia.
- exposed to 2 MNCs cultures, and experienced technical training, which has implementations in companies such as Celcom Berhad, Seagate Corporation, Bank Negara Malaysia, MIMOS Berhad, Genting Berhad etc.
- completed Neuro-Action NLP Practitioner Certification and the Neuro-Action NLP Master Practitioner Certification, with Neuro-Action NLP Academy by Sam Witteveen