

HANDLING SALES OBJECTION CERTIFICATION

As per International Standards



UNICHROME

Unichrone Training **Advantages**

- ✓ 1 Day Interactive Instructor –led Online/Classroom or Group Training
- ✓ Course study materials designed by subject matter experts
- ✓ Mock Tests to prepare in a best way
- ✓ Highly qualified, expert & accredited trainers with vast experience
- ✓ Enrich with Industry best practices and case studies and present trends
- ✓ Handling Sales Objection Training Course adhered with International Standards
- ✓ End-to-end support via phone, mail, and chat
- ✓ Convenient Weekday/weekend Handling Sales Objection Training Course schedule



About Unichrone

- ✓ We are a professional training institute with an extensive portfolio of professional certification courses. Our training programs are meant for those who want to expand their horizons by acquiring professional certifications across the spectrum. We train small- and medium-sized organizations all around the world, including in USA, Canada, Australia, UK, Ireland and Germany.



Guaranteed Quality



Handpicked Trainers



Global Presence



Online Training Option

We've trained professionals across
global companies

PHILIPS

AXCESS
FINANCIAL PRODUCT MANAGEMENT

CLARIANT

AkerSolutions

WÜRTH

baycoat

DUPONT

DASHTI

GlobalSign

TriskeleLabs

مصرف الراجحي
Al Rajhi Bank

DHL

ARASCO
أراسكو



أراسكو

EMERSON

accenture

VOLVO

AMA
AMERICAN MEDICAL
ASSOCIATION

sitel
group

@ignify

Atos

LEAR
CORPORATION

Importance of Handling Sales Objection Training

- ✓ Obtaining Handling Sales Objections Certification implies that one has ability to repurpose customer objections as opportunities to further engage them. Unlike other accreditation councils where professionals memorize responses to most frequent objections, this credential is more specialized. It means appreciation of kinds of objections as well as forms of communication, which help discover the reason for buyer's pause, and patterns of response, which combine rationality and emotions. It also encompasses an understanding of role of active listening, how to build rapport with customers, and how to use open-ended questions to discover what is missing in the customer's life.
- ✓ Handling Sales Objections Training enhances participants' abilities to manage objections effectively by moving them from an objection level to advancement of sales. Through group discussion, casework, and dramatization, candidates are able to learn various objections and approaches that can be used to isolate root causes. The program also revolves around basic business comprehension, specifically in areas of listening, relationship building, and the use of open-ended questions when dealing with customer complaints.

ELIGIBILITY CRITERIA

- ✓ Aspirants need not meet any requirements to pursue Handling Sales Objection Training Course. However, having prior knowledge is beneficial.

WHO SHOULD ATTEND

- ✓ Any individual who wants to gain skills to understand sales objection can enroll in the Handling Sales Objection Training course.

HANDLING SALES OBJECTION CERTIFICATION ADVANTAGES



CERTIFIES
YOUR TALENT



HELPS
BUILDING
VALUES



GLOBAL
RECOGNITION



PERFECT
EXECUTION



BUILDS
CUSTOMER
LOYALTY



MORE
EMPLOYABILITY
OPTIONS

Syllabus of Handling Sales Objection Training

Lesson 01 – What Objections Really Are?

1.	Eliminating Objections Before They Arise
2.	Leading with the 'Soft' Sell
3.	Follow with the 'Hard' Sell

Lesson 02 – Six-Step Method for Handling Objections

1.	Tips, Hints, and Techniques to Become Effective Salesperson
2.	Six-Step Method

Syllabus of Handling Sales Objection Training

Lesson 03 – Getting in the Door: Appointment Objections

1.	Getting Past the Gatekeeper
2.	Feel, Felt, Found
3.	Speaking with the Decision-Maker

Lesson 04 – What Does It Really Cost: Price Objections

1.	Getting Past Price Concerns
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Syllabus of Handling Sales Objection Training

Lesson 05 – Time, Experience, Credentials, and Need: Objections Continued

1.	Time Objections
2.	Experience Objections
3.	Using Testimonials: Power of a Second Opinion
4.	Credential Objections
5.	Need Objections
6.	Ways to Differentiate Yourself from the Competition

Lesson 06 – Mistakes That Annoy Customers and Incite Objections

1.	Not Being Organized
2.	Talking Too Much
3.	Interrupting
4.	Lacking Sincerity
5.	Not Analyzing Needs
6.	Being Too Pushy
7.	Reciting a Script
8.	Not Building Rapport
9.	Getting Defensive
10.	Taking it Personally

Syllabus of Handling Sales Objection Training

Lesson 07 – Confidence: Great Objection Deflector

1.	Prepare
2.	Immerse
3.	Know Where Your Value Lies

Lesson 08 – Knowing When to Walk Away

1.	Know When to Walk Away
2.	Follow the 80/20 Rule
3.	Ask Yourself Some Difficult Questions

Syllabus of Handling Sales Objection Training

Lesson 09 – Essential Elements of the Sales Cycle

1.	Prospecting
2.	Qualifying
3.	Presentation
4.	Closing
5.	Follow-Through
6.	Steps for Overcoming Obstacles

Exam Format of Handling Sales Objection Certification

Examination Format	
Exam Name	Handling Sales Objection Exam
Exam Format	Multiple Choice
Total Questions & Duration	30 Questions, 1 Hour
Passing Score	Minimum passing score of 70%
Exam Cost	Included in training fee

To get you fully prepared with the knowledge and skills for Handling Sales Objection, a training session at Unichrone gives immense importance to mock questions at the end of every module and problem-solving exercises within the session. Prepared by certified faculty, the practice tests are a true simulation of the Handling Sales Objection exam.

Contact Us

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<https://unichrone.com/>

