



Company Training

Training modules

After 20 years of key responsibilities in Project Management, Sales, Sales Management and General Management in large multinational companies, Patrick Collin has modelled his experience in a vast number of training modules.

Management Skills

- Leadership & Empowerment
- Coaching & Mentoring
- Negotiating Skills
- Performance Reviews and Evaluation meetings
- Teambuilding
- Project Management
- Train the trainer
- Leading meetings efficiently & effectively
- Complaint Management
- Sales Management
- Building up a Business Plan
- Convincing by metaphors

Self Management Skills

- Stress Management
- Assertiveness
- Complaint Handling
- Customer-oriented Working
- Telephone Skills
- Verbal Communication Skills
- Working with SMART goals
- Effective Meetings

Commercial skills

- Finding new customers by Telephone
- Sales skills
- Face-to-face Communication
- Presentation skills
- How to build up a winning offer
- Price Negotiation
- Closing Skills
- Convincing by metaphors
- Buying Skills
- Selling in a shop, on a booth, on a fair

The content of several of the training modules has been elaborated.