

Experiential Sales Performance Training



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Context:

Boost Sales Performance with Experiential Learning

Traditional sales training often fails to translate theory into real-world results. Outlife **experiential sales performance training** bridges this gap. Our immersive programs go beyond lectures, using simulations, role-playing, and even outdoor challenges to create an engaging learning experience.

Combining experiential learning with outbound training creates a powerful learning experience. Salespeople actively engage with the practice skills in a safe space, and build confidence by conquering challenges in an outdoor setting. This holistic approach leads to a well-rounded salesperson equipped with the knowledge, skills, and confidence to excel in the field.

By incorporating experiential learning and outbound training, sales performance training programs can move beyond theory and create highly motivated and skilled salespeople ready to drive sales success.

Aim& Objective

This one-day experiential sales performance training program aims to equip participants with the essential knowledge, skills, and confidence to achieve immediate and measurable improvement in their sales performance. Through engaging activities and simulations, salespeople will gain a deeper understanding of sales performance and refine their practical abilities.

- Exceeding existing expectations (Achieving 100% sales targets)
- Team Collaboration and Cohesion with other functions
- Managerial effectiveness to lead sales team.
- Sales Performance, Motivation and Drive
- Assertiveness and having a go getter attitude
- Adaptability and Agility towards sales closures.

Training Outcomes:

After undergoing the training, the participants will be able to:

Salespeople will:

- **Build confidence** through practical application and overcoming challenges in sales.
- **Gain a deeper understanding** of sales concepts through "learning by doing."
- **Enhance Sales Motivation** and Team Performance to achieve sales targets.
- **Develop Assertiveness and Agility** to drive faster sales results with clients.
- Relate to the Importance of **developing self and developing the team** towards high performance in alignment to set sales targets.
- **Exceed and enhance performance** towards achieving strategic sales goals.

Benefits for Your Organization:

- **Improved sales performance** and a competitive edge.
- **Highly motivated and skilled sales force** ready to tackle any challenge.
- **Increased revenue growth** through a more effective sales team.

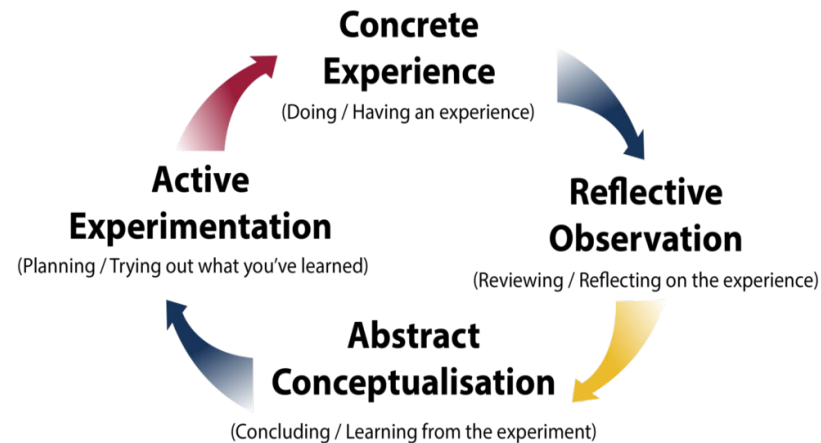
Investing in Your Sales Force: Outlife's experiential sales training is not just about acquiring knowledge; it's about transformation. It's an investment in your sales team's success, ultimately leading to increased revenue growth for your company.

Our Approach

Our approach entails through **Experiential Learning Activities**, where participants discover, develop and enhance their behaviors by testing their knowledge, skills, and abilities through newer experiences and challenges. Participants learn best when put in unique and ambiguous situations.

The **debriefing and processing** of experiences at end of every experiential learning activity focuses on structured reflection, generalizing, co-relating and applying the learning's to real life work areas back at the **workplace**.

The following diagram exhibits our approach towards experiential learning through David Kolb's Learning Principle.



Facilitation Methodology

Structured Experiential Learning with team building and outbound activities with focus on the key learning objectives. Facilitation and Debriefing of experiences for transference of the learning for application in work related areas.

The program's overarching objective is to provide participants with an environment which is conducive to explore individual performance, team-work and consequent benefits. The activities will be facilitated using the Experiential Learning and Group Process Facilitation methodology, which is invitation-based and inclusive in its approach

Learning Experience Design

Program Type: Motivational with focus on development of individual and team behaviors for achievement of goals.

We have designed the program using various learning orientations through outbound training and leadership development activities. The learnings will be driven through experience and reflecting on the experience, developing insights, and connecting the insights for changing behaviors at the workplace.

Learning Orientations:

- **PHYSICAL:** Outdoor / Inhouse and Outbound Activities
- **EMOTIONAL:** Humanist/Social-Cognitivist
- **INTELLECTUAL:** Behaviourist/Cognitivist
- **SOCIAL:** Social Emotional Learning

Experiential Sales Performance Training Agenda

Time	Topic	Learning Objective	Activity	Methodology	Focus & Debrief
09:30 am - 10:00 am	Team Bonding and Connection	Play, Fun, Connection	Cooperative Play & Ice Breakers	Get to know more about each other beyond everyday knowing	Ice Breaker Connection Fun
10:00 am - 10:30 am	Context Setting Behavioral Contract	To set vision, expectations, and agreements of the program	Facilitated Group Discussion	Group Process to align participants towards the program objectives and vision.	Expectations Agreements Buy-In Safety
10:30 am - 11:30 am	Sales Team Collaboration and Cohesion.	To explore how teams work together towards a common goal	Canvas Race	Participants form groups and move between point A to B using a Canvas	Teamwork Cohesion Collaboration Achieving Goals
11:30 am	Tea Break				
12:00 pm – 1:00 pm	Leading Self and Developing People in sales.	To explore leading self and team to achieve goals	Blind Folded Tent Pitching	Participants are blindfolded and are guided by a leader to pitch a tent.	Leading Self Leading Others Communication Empathy Achieving Goals
01:00 -2:00 pm	Lunch				
2.00 pm- 3.00pm	Managerial effectiveness with sales team.	To explore the role of managers in leading people to achieve common goals.	Cross over Bridge	Teams form a chain to crossover a series of steps in a challenging sequence	Setting goals, making decisions, communicating effectively, motivating team, delegating tasks, handling conflicts.

3:00 pm - 4:00 pm	Ownership, Assertiveness, Agility and Drive to increase sales.	To explore the aspects ownership, Assertiveness Agility, bias for Achieving sales targets	Drums and Planks	The participants will have to work together on this challenge to achieve combined success	Ownership Accountability Action Goal Achievement
4:00 pm	Hi Tea				
04:30 pm – 06:00 pm	Strategic Sales Action Plan	To Summarize the Learnings Insights and come up with Strategic Action Plan	Facilitated Group Work Process using Enablers / Disablers	Feedback and Learnings are discussed with individual action planning for transference of learning to the real world.	Feedback Summary Strategic Sales Action Plan
6:00 pm – 8:00 pm	Breaking Performance Barriers	To break performance barriers and inspire achievement of goals	Firewalk / Glass walk Session	Participants participate in either firewalk or glasswalk under expert guidance	Breaking Performance barriers Mental shifts Releasing limiting Beliefs
8:00 pm	Closure				

Firewalk Session for sales performance and motivation.

Firewalking session empowers people to move beyond resistance & towards their goals, their hopes & dreams. It pushes people to challenge themselves, test or change their beliefs and overcome their fears. It causes amazing shifts in one's life with great momentum to endure the tough times and do whatever it takes to succeed! Regain the "Can Do" mindset to achieve seemingly impossible outcomes!

Learning Objectives

- Facing Fears
- Overcome Self Defeating Beliefs
- Morale Boost
- Doing the Impossible
- Being the Unstoppable

Outcome:

After undergoing the glass walk training the participants will be able to:

- Shatter limiting beliefs and overcome fears.
- Be charged and motivated to take on newer challenges at work.



Glass Walk for sales performance and motivation.

Glasswalk combines elements of experiential learning and Neuroscience to provide participants the opportunity to experience and achieve breakthroughs in areas of personal & professional life. It helps participants to break through their limitations by walking safely on broken glass bed. This is a powerful and highly effective training filled with learning's. This training sessions helps people redefine themselves so that impossible becomes achievable and unstoppable for them.

Learning Objectives

- Facing Fears
- Overcome Self Defeating Beliefs
- Morale Boost
- Doing the Impossible
- Being the Unstoppable

Training Outcome:

After undergoing the glass walk training the participants will be able to:

- Shatter limiting beliefs and overcome fears.
- Be charged and motivated to take on challenges at work.



Activity Snaps



Outlife
LEARNING · ACTION · JOY

Paper Canvas Race



Outlife
LEARNING · ACTION · JOY

Blindfold Tent Pitching



Outlife
LEARNING · ACTION · JOY

Drums and Planks



Outlife
LEARNING · ACTION · JOY

Cross Over Bridge

Commercials:

Facilitation Charges for a group of 40 Sales Leadership Team.

Sales Performance Experiential Facilitation for Sales Leadership Team

Total Rs 3,00,000/- +18% GST

Includes: Sales Performance Training with 1 Senior Facilitator, 1 Assistant Facilitator, 4 Outdoor Support Staff, Props, Activity and Debrief

Does not include: Venue, Stay, Food and Travel

Terms

- Venue Open space / Lawn for outbound activity with a shaded area to be provided.
- Banquet hall for debrief and action planning to be provided.
- Mic and Speakers to be provided. If choosing music during firewalk/glasswalk a DJ setup to be provided with Music License.
- An activity disclaimer needs to be signed by all participants.
- Facilitation team's travel, venue charges and food to be borne by the client.
- Payment of 75% Advance 2 weeks before event date, Balance within 1 week after the event
- Cancellation or postponement charges are 100%.
- All Activities are subject to venue, space and weather conditions and can be changed as per the facilitators' discretion.

About Outlife

Outlife specializes in human potential development and was started to address the learning and development needs of the corporate clients and is run by a team of passionate and certified professionals from the Learning & Development and experiential educators Fraternity carrying over a decade of experience in conducting in Group Human processes.

The Learning process includes facilitation based on Experiential Learning Methodologies, Adult Learning Styles and uses variety of methodologies and techniques which include David Kolb's Experiential Learning Model (ELM), Group Processes, and Psychometric Instruments etc.

Our Client List:

• Google • MCRHRD • Cognizant • Dr.Reddys • HSBC • Unisys • Mahindra Satyam • Deloitte Amazon • Future Kids • Chirec School • ADP • CGI • Accenture • Microsoft • Genpact • TCS • WIPRO • PBEL • ICICI Bank • YPO • NGBS • EA • IBS • IBM • Palm Meadows • BITS-Pilani • GE • Capital • Dell • IIIT • Novartis • TMEIC • Next Education • Progress Software • Atlas Copco

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Testimonial

I am sharing the results of the Outbound training and feedback received from employees.

The unanimous feedback is that every aspect of the Outbound event was fabulous, and everyone starting from the senior most Director to the junior most employee are all praises for the way the 2 day program was conducted and for the facilities organised which were of exceptional quality.

It is very uncommon to not receive even a single complaint or for that matter a concern from such a diversified, large and distributed team and you made it possible.

They are all praises for the programs, the coordinators and facilitators, the arrangements, the sequence of events, the briefing sessions, the food, the mid-night trek, morning yoga, the accommodation in tents to name a few.

The unanimous feedback is that Outlife is Exceptionally good in OEL programs, and great to have you in Hyderabad. I profoundly offer my thanks for having made this program a great success. We look forward to partner with you more often in the future.

Thank you once again.

Regards,

Ravindra Musunuru

Corporate Head - Human Resources

TMEIC Industrial Systems India Private Limited

(A group company of **Toshiba Mitsubishi-Electric** Industrial Corporation, Japan.)