

Retail sales employee training plan

The slide presents an employee training plan for retail sales employees to improve skills and enhancing customer experience. It includes key elements for program, sales skills, key activities name, duration and total number of employees.

				
Programs	Sales skills	Key activities name	Time	Total employees
Program A	Effective Communication	- Asking open ended questions - Giving feedback - Word choices - Add text here	Duration: 50Min	25
Program B	Digital Sales	- Digital network building - Content creation - Social media strategies - Add text here	Duration: 1.5Hrs	70
Program C	Relationship Building	- Building trust - Mirroring and matching - Finding common ground - Add text here	Duration: 1Hr	30
Program D	Product Knowledge	- Add text here - Add text here	Duration: 45Min	40

Training Plan Template Retail

Gavriel Salvendy



Training Plan Template Retail:

First Steps in Retail Management Mark Wrice, 2004 This second edition continues to provide an invaluable introduction to retail management concepts for those progressing into management levels of retailing The book is a practical text for use in conjunction with the relevant curricula and competency based training resources *Training Budgets Step-by-Step* Diane C. Valenti, 2004-01-16 *Training Budgets Step by Step* is a useful guide that walks you through each phase of the process so that you will have the information you need to develop a successful training plan and accurate budget that will get results for your organization *Training Budgets Step by Step* gives you Clear cut instructions on how to perform each step An illustrative case study that helps define every phase of the process Blank templates that you can tailor to your organization Written by training expert Diane Valenti the book shows you everything from how to conduct the data gathering process to help determine the types of training to create to how to present a completed budget3 4one that aligns strategically with your organization s goals Every step of the way the author provides a wealth of templates worksheets lists of questions to ask action plans flow charts interview summary sheets and other helpful job aids *Training Budgets Step by Step* also includes a CD ROM that contains the book s worksheets and templates that can be easily reproduced and customized

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Salvendy,2001-05-25 Unrivaled coverage of a broad spectrum of industrial engineering concepts and applications The Handbook of Industrial Engineering Third Edition contains a vast array of timely and useful methodologies for achieving increased productivity quality and competitiveness and improving the quality of working life in manufacturing and service industries This astoundingly comprehensive resource also provides a cohesive structure to the discipline of industrial engineering with four major classifications technology performance improvement management management planning and design control and decision making methods Completely updated and expanded to reflect nearly a decade of important developments in the field this Third Edition features a wealth of new information on project management supply chain management and logistics and systems related to service industries Other important features of this essential reference include More than 1 000 helpful tables graphs figures and formulas Step by step descriptions of hundreds of problem solving methodologies Hundreds of clear easy to follow application examples Contributions from 176 accomplished international professionals with diverse training and affiliations More than 4 000 citations for further reading The Handbook of Industrial Engineering Third Edition is an immensely useful one stop resource for industrial engineers and technical support personnel in corporations of any size continuous process and discrete part manufacturing industries and all types of service industries from healthcare to hospitality from retailing to finance Of related interest HANDBOOK OF HUMAN FACTORS AND ERGONOMICS Second Edition Edited by Gavriel Salvendy 0 471 11690 4 2 165 pages 60 chapters A comprehensive guide that contains practical knowledge and technical background on virtually all aspects of physical cognitive and social ergonomics As such it can be a valuable source of information for any individual or organization committed to providing competitive high quality products and safe productive work environments John F Smith Jr Chairman of the Board Chief Executive Officer and President General Motors Corporation From the Foreword

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