

Webcall!

How to convince digitally



Why this is a must

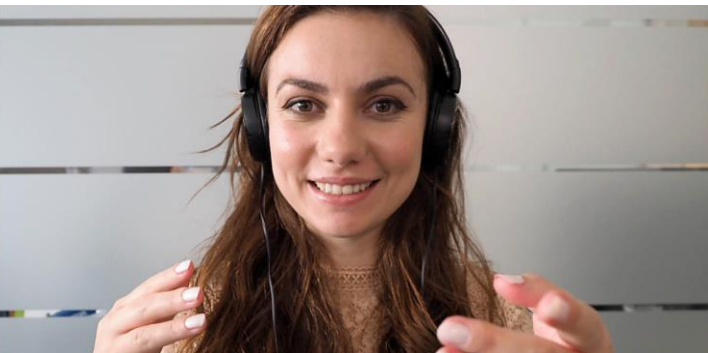
You effectively use all the advantages of digital consulting meetings. You lead your calls confidently and convince with live images and visualization.

You present your services clearly, structured and with maximum impact.

Who benefits

People who want to better present and explain their products, services and offers in the (one-to-one) webcall.

Especially useful for key account managers.



Training course contents

- Prepare webcalls optimally: From the technology check to professional lighting
- 5 steps to a convincing web call: Develop the right "dramaturgy" based on your own practical case
- Ask the right questions and listen actively in the digital world
- Reinforce your own messages with attractive slides
- Get to the heart of customer benefits with the "you" form
- Stay in the conversation in the face of objections
- "Close the bag": Agreeing binding next steps at the end of the webcall
- Secure the result: "Musts" after the webcall!
- Your own impact in live video: How to stay digitally authentic

Training methods

Day 1 (Training):

- Intensive training with several breakout sessions (2 trainer team for 6 participants!)
- Work exclusively on webcalls from your own professional practice (seminar time saves working time!)
- Time efficiency: The participants are invited to prepare their personal practice webcalls in a structured way before the training and to email them to the trainer team
- Role swap in the training: take over different roles, switch to the listener/customer perspective
- On request: stress-free video analysis > After the training, participants receive the link to their practice exercises incl. trainer feedback
- Training and exercises in web meeting software - deepen your software skills

Day 2 (individual coaching sessions) for in-house trainings:

- Personal 1:1 coaching 60-90 min/participating person
- Practice the entire webcall with the trainer one-on-one
- Particularly intensive due to personal one-on-one coaching sessions

For individuals

Would you like to participate in a public training? Please contact us:

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For Teams

In-house seminars are the best value for groups of 5 or more.



a confidential environment



tailor-made solutions



learning partnerships



teambuilding effects



your ideal date & location



real individualisation