



virtuelna esnafska zajednica

Training plan " Successful retail selling to foreign tourists"

How to increase your retail sales to foreign tourists, using the best of our proven selling methodology?

Trainer Miodrag Kostić

1 day

Time	Training content	Goals	Practical exercises
09.00-10.30	Introduction. What are the characteristics of the tourist retail market? Paradigms of retail selling to foreign tourists.	Goals of the training, participants introduction, to get the general idea on retail selling to foreign tourists.	
10.30-10.45	Coffee break		
10.45-12.00	Introduction of the 10 step easy-selling process examined in detail.	Understand the importance of using practical and effective selling techniques.	Practical exercise through case study
12.00-12.15	Coffee break		
12.15-13.00	Interactive retail sales 10 step process workshop with role plays. Active engagement of each training participant.	To gain personal experience when applying and using the 10 step easy-selling process.	Practical exercise and examples
13.00-14.15	Lunch break		
14.15-15.00	How to train people to sell successfully? Interactive retail sales management workshop with role plays.	To gain personal experience when training employees or co-workers to use the 10 step easy-selling process.	Workshop
15.00-15.15	Coffee break		
15.15-16.00	Practical tips and tricks on retail sales management. Questions and answers.	Discussion on the day's events.	