

# High Performance Mindset at Work

## Sales Managers Who Excel



*What is the best investment you can make in your sales managers' professional development?*

This workshop designed to develop the high performance mindset of sales managers so that they excel at leading and managing their sales team.

Workshop can be presented over one or two full days.

### Who is this workshop intended for?

Sales leaders, front-line sales managers

### Here's what you know

Managing a sales team is probably the most challenging position in any company, requiring a complex and often challenging **skillset** including:

- + Building a sales team
- + Managing sales performance
- + Sales coaching
- + Sales leadership

### Here's what we know

- + Sales leaders and manager who excel have a strongly-developed **mindset** of high performance
- + "Under-performing" sales' managers have under-developed mindsets
- + Developing a high performance mindset of sales managers and takes them from good to great



## Workshop goals

1. Strengthen the work performance mindset of sales managers
2. Help sales managers transform the mindset of sales teams and individuals to achieve greater sales results

This engaging workshop reveals the international research from positive psychology, leadership, brain and cognitive-behavioural science, social-emotional learning and rational effectiveness training about the mindset of high performance and how it can be strengthened.

Also included: High Performance Mindset Surveys with personalised profile, video vignettes with top performers, role-play skill development, case study analyses, small and large group activities.

Participants receive the workshop guide *Sales Managers Who Excel. Mindset Matters Most.*

## Benefits

- + Creating a culture of high performance through the enhanced attitudes and behaviours of sales managers and sales teams
- + Increasing the capacity of sale's managers to excel in performing 'high impact' leadership and management behaviours
- + Strengthening of high performance mindset including commitments to success, others and self and behavioural strengths needed to excel in challenging work situations
- + Creating the ability to Identify and overcome 'internal' work performance blockers
- + Expanding self-awareness, positivity, self-belief, perseverance, resilience and effectiveness

## Workshop

**Part 1.** Architecture of the Mindset of High Performance

**Part 2.** Mindset Enhancement Strategy and Tactics

**Part 3.** How to Win Over Adversity

**Part 4.** Transform the Mindset of Teams and Individuals

## ROI

- + Sales leaders, managers and team members committed to excellence
- + Noticeable, significant behavioural change of entire sales team
- + Sales teams and individuals that routinely out-perform their competition
- + A sales team that is relentless in pursuit of breakthrough results

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