![Spohn Training logo] **SPōHN Training**

Why Use Spohn Training?
Navigating Business Solutions

Who We Are! What We Do!

OVERVIEW

SERVICES PROVIDED

TECHNICAL TRAINING

Our Technical Curriculum provides design concepts for Telecom Engineers, Sales and Consulting Executives in designing IT infrastructures.

We include courses in Data Network Design, Next Generation Networks and Information and Network Security Awareness.

SALES TRAINING

Our Spohn Applied-Selling™ Methodology and Sales Curriculum along with our Coaching Curriculum incorporates the latest sales and coaching techniques within Customer Care, Inbound, Outbound and Direct sales at all levels.

We offer a complete Applied-Selling Curriculum which includes the 10 Domains of Applied-Selling Body of Knowledge:

1. Sales Methodology
2. Account Planning & Management
3. The Customer & The Business
4. The Decision Making Process
5. Executive Level Positioning
6. Prospecting & Value Statements
7. Qualifying Customers
8. Qualifying Services
9. Differentiating & Value Propositions
10. Closing & Handling Objections

TRAINING REINFORCEMENT

You analyze, design, develop and implement the perfect training program. All agree that it will make them more productive. After a time you evaluate the results and find some performing well but most back to their old habits. Your cycle restarts at the analyze phase to find out what's wrong with the training. Maybe nothing is wrong. If you don't reinforce key knowledge and skills, critical abilities never get applied and are lost.

Let us help Reinforce Your Training.

For more information on any of our products or services please call or visit us on the Web.

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Spohn Training understands that your training needs are unique to your organization so we provide customized, personalized and specialized training solutions. Our curriculum development, delivery and evaluation team can produce a curriculum and results to match your needs and desired student results.

Whether you are selecting Spohn to design, develop, deliver, or evaluate an entire training curriculum or course, or just deliver a single training class, we use the same instructional design and delivery methods. We approach your project with the end result in mind from the very beginning, no matter the size of the project.

When your organization is ready to implement a customized training solution, we are ready to help with total outsourcing, staff augmentation, or custom development and delivery for your training projects.

From 1999, when "Networks Enabling Business Solutions" was our slogan, to today's "Navigating Business Solutions", our Company logo represents our balanced and steady support with over a decade long commitment to the partnerships we've enjoyed with all of our customers.

During this "decade of partnership" we've provided our customers with expertise on current and emerging telecommunications technologies enabling them to provide a unique value to their customers in lowering operational costs and improving business performance through successful training.

Our development staff are instructional systems designers and masters at developing programs with business impact that enhance the overall learning experience. Our development process ensures that participants experience positive initial reactions to the programs attended and that learning is turned into behavior that gets business results for you.

Our Instructional staff are recognized subject matter experts who have years of hands-on networking and sales experience. They bring to the classroom a variety of job experiences, real-world applications, and business insight that enhances the learning process and ensures instruction is targeted to meet your needs.

Customers