



Achieving Excellence/Extra-Ordinary/Super Star

We are what we repeatedly do. Excellence then, is not an act, but a habit.

Aristotle
Greek critic, philosopher, physicist, (384 BC - 322 BC)

“The difference between ordinary and extraordinary is that little extra.”

Jimmy Johnson
American Football Coach

How To Start Your Pitch?

We are the only organisation focusing on helping procurement professionals to become strategic and contribute to the company's profit and cost reduction. We do this by providing focused procurement trainings as well as software solutions. To get started I wanted to see how we can help you with long term procurement trainings. If you don't mind me asking

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The Must Ask Question!

**If You don't mind me asking,
what is one Procurement
training that you would like to
attend in the next 6 months?**

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First Possible Answer

I'm looking for Cost Reduction in Purchasing?

If that's the case and we have the workshop ready, **SELL** them the following

That's the most in demand training - I got similar responses from other people like yourself. That's why we exactly put this training in our calendar which will happen & it will show you Is this training something that you would like to Attend Yourself or there are other people from your company that should attend as well?

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Role Play

Practice for the 1st Possible Answer

✓ Objective

1. Learn How to Say it effectively – Better you make mistakes now rather than later with the prospect on the phone.
2. Learning By Giving Feedback

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Write Down the Feedback You Get

Each Person Gives Feedback quickly – 1 sentence only – What was good and what can be improved?

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Second Possible Answer!

Umm, I don't know or tell me what do you have?

If this is the answer, SELL them (but differently)

Based on our Research we found that organisations send different people from their procurement department for different trainings. That's why we have a series of trainings on procurement for the next 6 months. Some of them are:

Mention a maximum of 5 to 6 trainings only and ask

Which trainingS (USE PLURAL) do you find more relevant for you and your people?

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Role Play

Practice for the 2nd Possible Answer

✓ Objective

- 1. Learn How to Say it effectively – Better you make mistakes now rather than later with the prospect on the phone. Learning By Giving Feedback**

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Write Down the Feedback You Get

Each Person Gives Feedback quickly – 1 sentence only – What was good and what can be improved?

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Summary

A prospect Knows or does Not know what He wants

To help yourself and your prospect, the MUST ask question helps you find out whether the prospect knows or does not know what he wants

Based on the 2 possible answers to your question, sell and pitch your trainings.

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