

Sales Manager Training Newsletter

The Market Sales Manager's
Source for Integra Sales
Training Information.



Follow Us on Chatter! @Sales Training Library



Sales Training eLearning Videos

eLearning Videos Linked on Salesforce.com; Useful?



You might have seen some of the videos posted to the Chatter feed in Salesforce.com. These tools are the latest attempt to offer Just-in-Time Learning to the Account Executives. The plan is for these to become more robust and polished as we move forward but first, we want to check to see if they are valuable. If you haven't seen them yet, please click on the two links below and watch them. The point of the videos is for them to be short, to the point, and convey a simple message. Let us know what you think via the survey at the bottom of the page.

Cold Call Example

<http://www.youtube.com/watch?v=gG74rWqYJFI>

Converting a Lead to an Account

<http://www.youtube.com/watch?v=SX6Y9ZaTPcQ&feature=youtu.be>

Give Us Your Feedback and Tell Us What You Want

Here is a link to a very short (3 Questions) survey about eLearning:

<http://www.surveymonkey.com/s/S26JZKN>

- Let us know what you think
- Let us know what you would like to see in the future



For More Information on Upcoming Sales Training Please Visit the Cox Sales University Page on the Intranet.



http://web/sales/cox_university/

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