

Facilitator's Guide – Sales Performance Review

| Preparation for Session: 1-Invite the team, set the agenda and outcome. 2-Book meeting room and check the equipment's. 3- Prepare the presentation regarding the performance with the help of visual data. 3- Will decide the next month target and strategy to achieve that. | | | Purpose | To evaluate the performance of last month, feedback, review and strategy of upcoming month. | | |
|--|------------|----------|--|---|------------------|----------------|
| | | | Outcomes & Deliverables | Challenges faced last month, how can we overcome, next month deliverables. | | |
| | | | WIIFM <i>What's in it for me/them?</i> | Provide real time feedback, Success stories and ways of working for next month. | | |
| | | | Engagement | Ask the participants to fully participate, discuss the issues, any self-idea to improve. | | |
| | | | Roles & Responsibilities | | | |
| Sl. No | Start Time | End Time | Activity + Instructions | Outcome to Achieve | Questions to Ask | Tools Required |
| | 11:00 | 11:10 | | | | |
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The Facilitators Guide For The Insight Class Program

Lei Shi



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