

Dale Carnegie® Training and
University of Central Missouri

HIGH-IMPACT SALES MANAGEMENT

Certificate Program

Courses

- Sales Advantage
- Leadership for Managers
- High-Impact Presentations



About Program

Prepare yourself for a challenging and rewarding career in sales management.

Learn how to develop and strengthen leadership and communication, build a strong, productive sales team, manage time and performance effectively, and conduct outstanding meetings that inspire.

DEVELOP SALES MANAGEMENT SKILLS
MASTER THE SELLING PROCESS
DELIVER POWERFUL PRESENTATIONS

What You Will Learn

- Lead a winning sales team
- Master the seven-step selling process
- Empower others to deliver results
- Maintain composure under pressure
- Influence people to follow you
- Delegate responsibility, authority and accountability
- Sell ideas and inspire others
- Create a vision



DALE CARNEGIE TRAINING®

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LEARNING TO A GREATER DEGREE

ucmo.edu/dalearcarnegie/certificate