



WorkingSm@rt[®] using AI

For a Better Way to Work
Sales Professionals

Leveraging AI for a Better Way to Work

This workshop is designed to empower sales professionals with the knowledge and tools to integrate AI into their daily workflows. Participants will explore the capabilities of AI tools like Microsoft Copilot, learning how to automate routine tasks, enhance communication, and streamline their processes.

Who Should Attend

- Sales Professionals looking to enhance their efficiency and effectiveness through the integration of AI tools in their daily operations.

Format:

- 1 x half day, instructor-led online session
- Coaching session to reinforce learning by a Responsive AI Chat Resource

What's Included

- Comprehensive Learning Guide
- LearningLink: Our monthly productivity e-newsletter to keep you updated.

Key benefits include:

- Gaining practical skills to integrate AI tools, enhancing sales processes, and boosting productivity.
- Learning to automate routine tasks using AI, improving efficiency and reducing time spent on manual work.
- Staying ahead in the rapidly evolving AI landscape by understanding best practices and emerging trends in AI applications for sales.

This course will help you:

- Develop a solid understanding of generative AI and its impact on business.
- Leverage AI tools like Microsoft Copilot to automate routine tasks and improve efficiency.
- Enhance sales efforts through AI-driven prospecting, lead generation, and client communication.
- Implement best practices in using AI for daily workflows, improving productivity and effectiveness.

Related Training:

- WorkingSm@rt with Microsoft Outlook
- WorkingSm@rt with Microsoft Teams
- AI in Excel using ChatGPT & Copilot

Priority Management Training

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Synopsis:

Master AI to Boost Sales Efficiency & Stay Ahead of the Curve

- Are you feeling overwhelmed by the number of AI tools available and unsure where to start?
- Do you struggle to streamline your sales processes and boost productivity?
- Are you experiencing inefficiencies in client communication and follow-ups?
- Have you faced challenges in generating high-quality leads and prospects?
- Do you struggle to stay ahead of the competition in an increasingly AI-driven market?
- Have you struggled to incorporate AI into your workflow to improve your sales performance?

By the end of this workshop, participants will be equipped with practical knowledge and skills to leverage AI tools, improving their processes and staying ahead in the rapidly evolving landscape of AI in sales.

Unit 1: Understanding the Fundamentals and Future of Generative AI

- Develop a basic understanding of generative AI.
- Discover how AI is impacting both businesses and business professionals today.
- Recognize AI capabilities and limitations.
- Identify ethics and data privacy considerations when using AI.

Unit 2: Leveraging AI tools

- Navigate the overwhelming number of AI tools available today.
- Understand how AI can be used to improve efficiency in daily tasks.
- Discover best practices using AI, including prompt engineering and refinement.
- Identify new and unique ways in which AI is being applied in business today.
- Recognize upcoming advancements that will reshape AI usage in business.
- Identify strategies for adapting AI as the technology evolves.



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Unit 3: Being Productive using AI

- Practice using proven AI solutions applied to time-consuming tasks we do every day.
- Incorporate AI tools like Microsoft Copilot to automate routine tasks.
- Understand how to leverage AI in your daily workflow.

Unit 4: Practicing using AI for Sales Professionals

- Utilize AI as your personal sales and marketing assistant.
- Apply techniques to boost prospecting, lead generation, and client communication.
- Identify opportunities to become a more creative, effective, and productive Sales professional.
- Discover new Key Sales Tools

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