



VIRTUAL SALES TRAINING

The Virtual Sales Training Courseware consists of an eLearning Sales Simulation Training Module and aims to establish and up-skill all sales employees to ensure higher success rates on selling vehicles.

eLearning Sales Simulation

The simulation aims to test a sales trainee's knowledge and understanding of vehicle sales by simulating a typical conversation between a salesperson and a client in a car sales environment.

Realistic Simulation

The simulation is exceedingly realistic as it allows for multiple avenues/directions in which the conversation can flow, ending the thread once a sales trainee has angered the client, and allowing multiple attempts until the trainee finally succeeds in using their knowledge and diplomacy to make a sale.

Simulated Characters

The simulation also includes a simulated character with an emotion indicator which responds in a relevant voice-tone and emotion according to the choices the sales trainee makes throughout the simulated training process. These thus guide the sales trainee as they progress throughout the training simulation as well as testing their understanding of both verbal and non-verbal communication.



Instant Feedback

Throughout the interactive training process, the simulation application responds with feedback to the sales trainee to assist in the learning process. The courseware was developed in such a way that negative learning is also enabled. Challenge yourself and improve your communication and sales skills even further by purposely selecting the wrong answers to experience the client's response, maximizing the benefits of the courseware.

