

**To enable us to maximise your learning, we would be grateful if you could complete this form and return it to your Stewart at the start of your next training session.**

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| **Course Title:** | ***Consultative Selling Skills*** |
| **Name:** |  |
| **Job title:** |  |
| **How would you describe a consultative approach to selling?** |  |
| **How does a consultative approach to selling differ from other approaches to selling?** |  |
| **What aspects of your MTD Sales Insight Assessment link to a Consultative approach to selling?** |  |
| **What are your main objectives for the Consultative Selling Skills Course?** |  |
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