



See more at [www.zandax.com/courses/sales-forecasting-and-hitting-targets](https://www.zandax.com/courses/sales-forecasting-and-hitting-targets)

Course information from ZandaX

## Sales Forecasting & Hitting Targets

**A premier Sales Forecasting training course from ZandaX**

Course duration: 1 hour of highly focused content (Revisit, review and revise as often as you want)

### What you'll learn

- ✓ About the Course
  - ★ Get an overview of what the course covers
- ✓ Sales Forecasting & Hitting Targets
  - ★ Know how to forecast, set realistic targets and use KPIs to smash those targets!
- ✓ Course Wrap Up
  - ★ Have a quick review of what you have learned

### What does our Sales Forecasting & Hitting Targets course cover?

#### Managing Forecasts, Targets and KPIs for Results

Sales is a numbers game, and you live and die by the numbers you achieve!

Yet dealing with "numbers" is far removed from selling, or even managing salespeople, so many sales managers struggle with this side of the role.

In this course, we show you the basics of forecasting, but it's not a technical paper or template - you can find these in many places.

We show you the basics of forecasting, and then show you how to apply your forecasts to practical issues, like setting realistic targets, reducing your stress levels, and using (and closely tracking) the right KPIs to smash your targets!

This course will show you how to set up and use your forecasts in a practical way, to make sure the numbers you hit are the best they can be.

This Sales Forecasting skills training course, like all our courses, has been developed over many years of classroom and online delivery. Content has been thoroughly researched and is constantly updated so it's always leading edge. It's completely interactive and is full of practical knowledge and solutions.

Still wondering whether to do the course?

Just think about this: how much would you benefit if you had better sales forecasting skills?

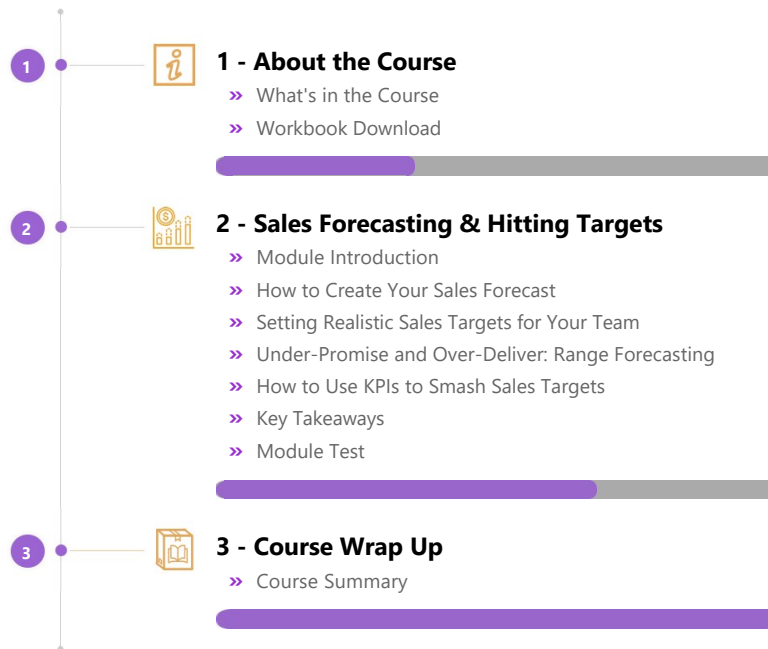
### Course requirements

This is a 'back to basics' course, so although experience in a sales or sales management role will be very helpful, you won't need it to understand the content.

### Who's this course for?

Sales managers, present and aspiring, who are looking for an interactive, practical induction into how to forecast, set realistic targets and use KPIs to hit and exceed those targets.

## Course content for Sales Forecasting & Hitting Targets

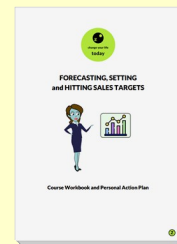


### And There's a Great 33-page Workbook...

How about realizing your **full potential**?

The course comes with a great, results-focused downloadable workbook.

The workbook features:



## More about the ZandaX Sales Forecasting & Hitting Targets course

### Get In Control of the Numbers!

#### Understand how to forecast, set realistic targets, and monitor KPIs for maximum results

This course will take you through the steps you need to take control of the numbers that define the level of your success.

You'll start with how to **create your forecast** and some of the most common methods used.

You'll then learn about **setting realistic targets** - so people are stretched and motivated at the same time.

The next lesson is an interesting one, where we show you how to use **Range Forecasting** to manage other people's expectations - and reduce your stress levels!

Finally we get to the focus of day-to-day management: **using KPIs to smash your targets!** You'll see how focusing hard on the right things will remove distractions, and boost results.

At the end of this course, you'll know how to use the "numbers" side of your role to enhance the way you manage your team - and get the results you want.

Watch the modules, revisit them time and again ... and have fun with improving your skills!

## Learning format

The course is offered as follows:

You'll learn using easy-to-follow on-screen videos which you can pause, re-run and revisit as often as you like, and also through interactive content with short quizzes and questions appropriate to the course subject. You also get a comprehensive workbook that you can use to reinforce your learning. The course is arranged into modules, each with several lessons. Refer to the course content for more details on what's covered. This combination of videos and interactive content will enable you to get a thorough understanding of the subject.

## View this course online

Visit our website at [www.zandax.com/courses/sales-forecasting-and-hitting-targets](https://www.zandax.com/courses/sales-forecasting-and-hitting-targets) to view the latest details, including related courses, prices and quantity discounts.

**ZandaX**

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