Leverage the Science of Sales Success
Course Syllabus

Course Overview

Description

This course will introduce you to the sales system, and help you up your sales game. This sales system is based on the science of human performance, and provides an accurate roadmap to success in sales. The system can be taught and learned. It's not innate in anyone, but something that can be learned by everyone – including you.

Duration: Approximately 15 min

Objectives

After you complete this course, you will be able to:
- Summarize what integrity, sales, and system mean when it comes to sales performance
- Name the six routines of the sales process
- Describe the flexibility build into the sales process

Required Materials

The course contains all required materials. No additional materials are necessary.

Course Outline

Introduction

- Practice Activity
- Course overview
- Course objectives

Module 1: The importance of integrity, sales, and system

- Overview
- Definitions

Module 2: Six routines

- The six routines of the sales process

- Practice activity

Module 3: Flexibility in the sales process

- Plays
- Waymarkers
- Review

Course Administration

Earning Your Certificate

The course provides you with multiple attempts to pass the final assessment. You must receive a score of 70% or better to receive your Certificate of Completion. If you do not pass the assessment, it is recommended that you review the course and accompanying materials before you retake the assessment.

Completion Deadline

You have 12 months from the subscription date to complete the course. You may complete the course at any time during this period.

Policies

All learners must be honest and forthright in their professional development activities. Learners are expected to complete their own coursework.

Course Evaluation

After you have earned your certificate, you will have an opportunity to provide feedback that assists the design and development team with course improvement.

Course Contributions

AllRegs® by Ellie Mae courses are developed through the combined efforts of industry experts, instructional designers, and course developers.

Technical Requirements and Support

You must have an Internet connection and an Internet browser that supports the course files. Refer to the [Ellie Mae Academy FAQs](#) to ensure your browser supports our courseware, and to address any additional questions you may have.

Course Help

For additional assistance, email learning@elliemae.com. Please provide the following details:

- Course title

- Related screen number(s)
- Browser and version
- Your contact information