



ACADEMIC AND EMPLOYABILITY SKILLS

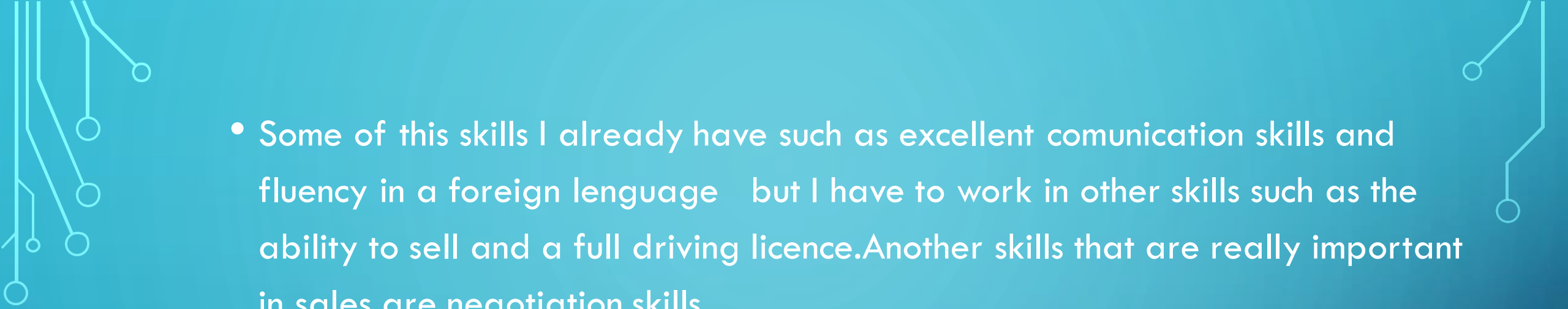
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PROGRAMME: CERTHE SKILLS FOR THE WORKPLACE

MODULE CODE: BMSW4001

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- Some of this skills I already have such as excellent communication skills and fluency in a foreign language but I have to work in other skills such as the ability to sell and a full driving licence. Another skills that are really important in sales are negotiation skills .
 - CBN News says that good negoatiators think about the long term impact and that the ability to listen to what people want is really important.
 - CBN News also states that learning how to close a contract is one of the goals when working in sales.
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Forbes says that to be effective in the sales world you need to believe what you say.' They're genuinely convinced that it can help the prospect in a meaningful way.'

- Selling is not only about selling to customers . It is also selling yourself to employers.

It is a skill that everyone needs at some point in their life.

