

**Technical mentoring** involves supporting someone to learn new skills.

**Pastoral mentoring** involves developing the whole person, which may include elements of technical mentoring.

*Which do you currently offer?*

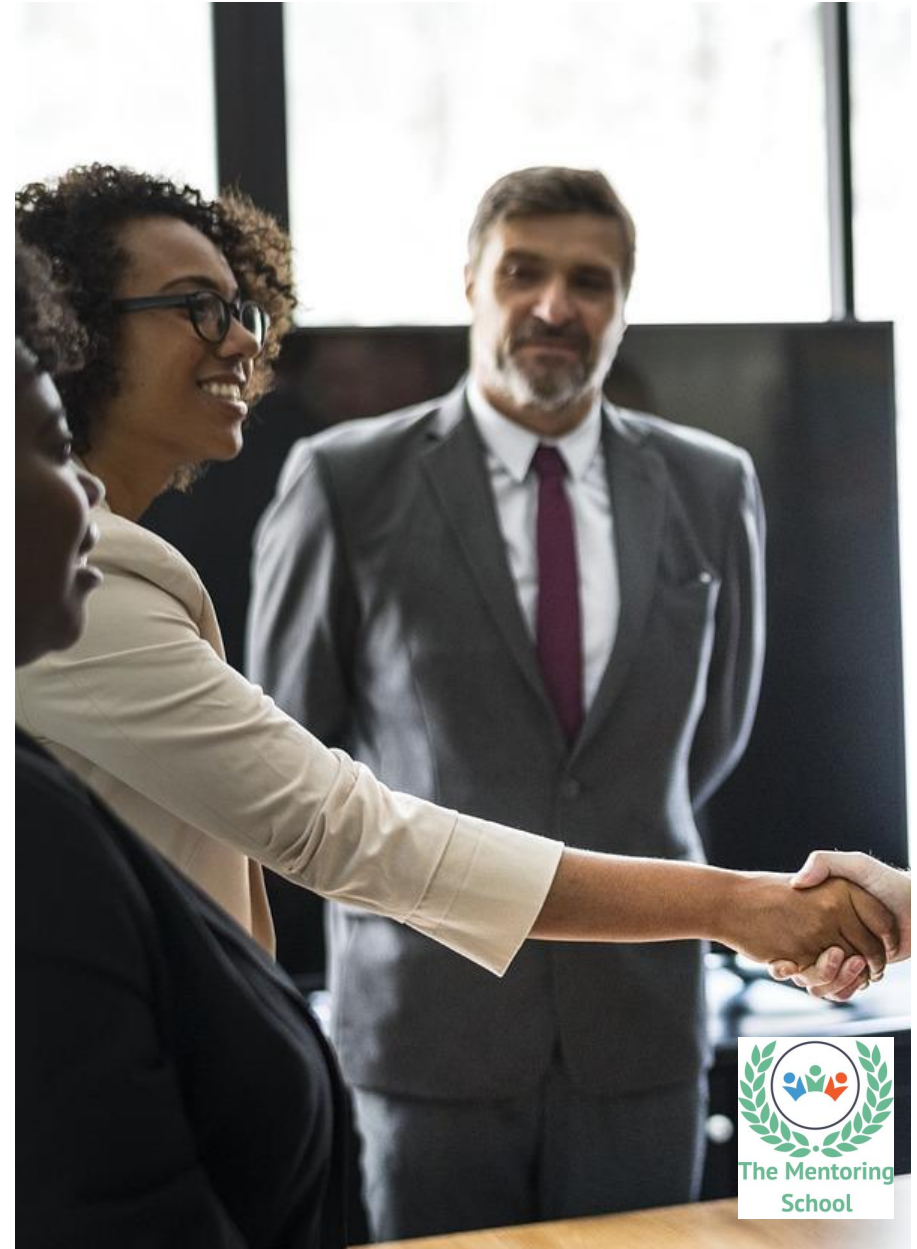


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# Certified Practitioner Mentor in Sales Course

Helping you to make the difference to junior colleagues



# Sharing your knowledge

## Course delivery

We can deliver or train your team to deliver:

- 3-day classroom course
- Fast Track blended learning (eLearning and 1-day classroom)
- eLearning

These are then followed by an online assessment and an optional six-month portfolio.

Total time is approx. 125-150 hours.

## Assessment

Learners pass an online assessment to become certified. Includes accreditation on the public Register of Mentors for six months.

Following this, there is an ongoing fee for continued registration.

Learners also have the option to do a 5-unit reflective assignment to convert their course into a Level 4 Sales Mentor qualification (currently undergoing registration).



Helping experienced sales professionals to use their knowledge to develop junior colleagues with the Practitioner Mentor in Sales course.

Many sales professionals have honed their skills in fostering relationships with leads, following up and closing the deal. Not everyone can pass those skills on to the next generation.

Mentoring involves using your experience to nurture and develop skills in someone less experienced,.



## Skills, knowledge, attitude



It is easy to slip into the role of telling someone what they need to do, but mentoring involves developing the whole person to help them to identify their own developmental journey.

Multi-award-winning training providers, The Mentoring School, have developed a course to help you to progress your career and develop less experienced business development staff. The course covers the theory and underlying principles vital for making the difference to their performance.

Our specialist course covers:

- Mentoring theory
- The difference between coaching and mentoring
- Structure of mentoring conversations
- Developing mindset
- Giving emotional support to sales professionals
- Mental health

## Course contents

- You and your work
- What is a mentor?
- Barriers to success
- Learning Styles
- Emotional Intelligence
- Mindset
- Preparation for the future
- Sales Mentoring
- Good mentoring practice
- Working with an individual
- Diversity
- Working with a group
- Involving others
- Supporting an Individual
- Brain development and mental health
- Giving feedback
- Bringing it all together