Objection Handling and Deal Closing for Sales Teams

Sales and Marketing

Course Overview

Objection Handling and Deal Closing for Sales Teams: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and live...

What You Will Achieve

- Explain the core principles and current good practice in Objection Handling and Deal Closing for Sales Teams
- Apply practical tools and techniques for Objection Handling and Deal Closing for Sales Teams in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Objection Handling and Deal Closing for Sales Teams in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Marketing, communications, PR and sales professionals, and managers responsible for brand, reputation or revenue growth.

Course Outline

1. Setting the scene: Objection Handling and Deal Closing for Sales Teams in today's organisation
2. Key concepts and the language of Objection Handling and Deal Closing for Sales Teams
3. Frameworks and good practice that deliver results
4. Hands-on application: workshop exercises and cases
5. Problem-solving clinic: participants' real challenges
6. Integrating Objection Handling and Deal Closing for Sales Teams with day-to-day operations
7. Reporting, metrics and demonstrating value
8. Action planning: your first 90 days after the course

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
2 to 6 Nov 2026	Gaborone	**$1,550**
16 to 20 Nov 2026	Kigali	**$1,395**
30 Nov to 4 Dec 2026	Cape Town	**$1,395**

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.