




# G.O.A.T. Selling Fundamentals Course Curriculum






**Course Curriculum**

[Start next lesson >](#) Before you begin

**Welcome to the Academy**





- Before you begin [Start](#)
-  Welcome Message from the Founder (2:12 ) [Start](#)
-  Pre-Course Questionnaire [Start](#)
-  Download the G.O.A.T. Selling Infographic [Start](#)

**Introduction to G.O.A.T. Selling Fundamentals**









-  Why is Emotional Intelligence Important? (13:18 ) [Start](#)
-  Self awareness unlocks your potential for success [Start](#)
-  Overview of the Six Fundamentals (4:38 ) [Start](#)
-  Self-ranking Questionnaire [Start](#)
-  Module Feedback Questionnaire [Start](#)

**Being Intentional**





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|                       |   |                       |
|-----------------------|---|-----------------------|
| <input type="radio"/> |  Becoming Intentional-Implementing a Repeatable Process for Success (15:23 ) | <a href="#">Start</a> |
| <input type="radio"/> |  Being Intentional-Interview with a Sales Rockstar (15:24 )                  | <a href="#">Start</a> |
| <input type="radio"/> |  Homework Assignment: Complete your prospect planning worksheet              | <a href="#">Start</a> |
| <input type="radio"/> |  Module Feedback Questionnaire   | <a href="#">Start</a> |




**Being Genuine**

|                       |  |                       |
|-----------------------|--|-----------------------|
| <input type="radio"/> |  Overview for Becoming Genuine                                  | <a href="#">Start</a> |
| <input type="radio"/> |  Understanding the Power of your Unique Self (10:39 )           | <a href="#">Start</a> |
| <input type="radio"/> |  Homework Assignment: Complete your 16 Personalities Assessment | <a href="#">Start</a> |
| <input type="radio"/> |  Active Listening in Practice (15:22 )                          | <a href="#">Start</a> |
| <input type="radio"/> |  Homework Assignment: Active Listening (30:19 )               | <a href="#">Start</a> |
| <input type="radio"/> |  Accepting the Value of Continuous Self Improvement (7:23 )   | <a href="#">Start</a> |
| <input type="radio"/> |  Homework Assignment: Self-Improvement                        | <a href="#">Start</a> |
| <input type="radio"/> |  Module Feedback Questionnaire                                | <a href="#">Start</a> |




### Being Strategic

-  Learning to become more strategic in your approach (15:03) Start
-  Video: The Salesman from Newfoundland (Humor) Draft Start
-  Homework Assignment: Create a Strategic Sales Plan for an Existing Prospect Start
-  Module Feedback Questionnaire Start



### Being Knowledgeable

-  Become an expert on the Macro view and let the team own the Micro view (13:29) Start
-  Homework assignment: Understanding Client/Prospect Business Challenges Start
-  Module Feedback Questionnaire Start




### Being an Advocate

-  Setting yourself up as an Ambassador (17:17) Start
-  Homework Assignment: Ranking your existing major client relationships Start
-  Module Feedback Questionnaire Start




### Being the Team Leader

-  What is team leadership and why is it important in strategic sales (13:11) Start
-  Homework Assignment: Identify your native leadership Style Start




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#### Measuring your results from the course

-  Taking the post-course self-ranking questionnaire [Start](#)

#### Final Thoughts on G.O.A.T. Selling

-  Final Words from the founder (1:56 ) [Start](#)
-  Post Course Feedback for G.O.A.T. Selling Fundamentals [Start](#)

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