

RetailPro-M

“Everyone lives by selling something” – Robert Louis Stevenson

Re: think
Re: define
Re: invent
RetailPro-M



About the Program

It costs up to 10 times more to find a new customer than to retain an existing one!

RetailPro-M is a multi-modular program that equips retail managers to be highly effective as store leaders. It prepares them to build engaged & motivated teams and generate a stimulating store environment.

Objectives

RetailPro-M aims to inculcate attitude, aptitude and competencies in participants that help convert a visitor into a buyer, a buyer into a loyal customer and a loyal customer into an advocate.

- Instill a sense of ownership
- Enhance professional attitude at work
- Develop understanding of retail process and effective selling skills
- Become a more persuasive and influential communicator
- Learn how to deal with challenging customer situations
- Improve managerial and leadership skill

Who should attend

Store Managers across domains who wish to acquire retail acumen.

Duration

Conveniently scheduled (not clashing with store-traffic) six modules of 2.5 hours each at weekly intervals with built in real time practice (Minimum of 15 participants)

About Us

Potentia aims to bring out the best in people & organizations we work for. Our offerings include OD Consulting, Leadership Development, Inner Transformation & Motivation, Capability Building and Strategic HR. Potentia collective brings together an experience of over 300 person-years. For more details visit www.potentia.in.