

Contract & Sales Management Training Modules

*Create a risk aware culture and build a high
performing team at the same time*

Contact:

The Performance Management Company Pty Ltd

Telephone: +61 (2) 8313 7123

Email: info@tpmcompany.com.au

Program Features

- Comprehensive compliance programs
- Practical and cost-effective
- Designed for you and your clients

Features

- Compliance policies, manuals, tools & resources
- Compliance risk assessment
- Compliance framework & schedule
- Compliance & risk management training
- Contract & sales management training
- Industry-specific compliance consulting
- Compliance management consulting
- Contract management consulting
- Regulatory update service
- Commercial, legal & business templates
- Compliance audit reports
- Industry and competitor benchmarking
- Enterprise-grade secure online portal
- Version control & document approval workflow
- Tasks, activities & message tracking
- Compliance support service
- and more...

“We help you run a legally compliant and high-performing business in order to achieve **maximum revenue and customer satisfaction**”

Our Advantage

- **Integrated program** – the only integrated compliance documentation, training, management and reporting program provider in market
- **Cloud-based service** – access your documents anytime, anywhere
- **Quality content** – written by our expert compliance consultants
- **Comprehensive training** – compliance, risk management, contract and sales performance training modules for upskilling your team
- **High performing business** – we focus on maximising our clients' revenue potential
- **Cost-effective** – most cost-effective program in market

“We know it takes more than just software or content or processes to make a compliant, high performing business – it needs an **integrated approach**”

Contract & Sales Management Training Modules

All of our contract and sales management training modules include the following features:

- **mobile-friendly, dynamic and responsive interface**
- variety of **integrated learning strategies** focused on providing successful learning outcomes
- **intuitive interface** allowing trainees to click through modules easily
- **quality content** that includes:
 - *summary of important compliance requirements*
 - *summary of key legal concepts*
 - *case studies and scenarios*
 - *definitions and glossary*
 - *risk management strategies*
 - *links to tools, guides and various research sources*
 - *assessment tasks*
 - *quick access support and FAQs*

“All of our online contract and sales management training courses are **SCORM compatible and built on HTML5**. Use your own learning management system or **we can provide you with one!**”

Contract Management Training Modules

Examples of contract management training modules and courses for general employees and staff.

Below is an indication of the content which we have available. Content is continuously being updated and there may be additions or deletions of content, as required.

We are able to customise content for clients on our Business and Enterprise Compliance Programs.

➤ **General contract management training modules** for training staff dealing with customers covering the following areas:

- Contract formation
- Types and examples of contracts
- Undesirable clauses
- Contract execution
- Contract negotiations
- Contract risk management
- Contract performance
- Cancellation of contract
- Contract remedies
- Conflict management

➤ **Advanced procurement and contract management modules** for training of sales staff, directors, officers and managers covering areas such as:

- Complex commercial contracts
- Tenders and tender processes
- Government procurement processes
- Product recalls

Sales Management Training Modules

Examples of compliance training modules and courses for general employees and staff.

Below is an indication of the content which we have available. Content is continuously being updated and there may be additions or deletions of content, as required.

We are able to customise content for clients on our Business and Enterprise Compliance Programs.

➤ **General sales management training modules** for staff training required at an organisational level covering areas such as:

- Solution-focused selling
- Customer buying journey
- Sales risk management
- Sales psychology
- Objection handling
- Dealing with competitors
- Sales closing techniques
- Follow up management
- Upsells and cross-sells

➤ **Advanced sales management training modules** for training of directors, officers and managers covering areas such as:

- Business development
- Effective sales presentations
- Advanced selling techniques
- Goal setting
- Leading sales teams
- Territories
- Managing risks

Other Brochures

- Compliance Programs Brochure
- Compliance Documentation Brochure
- Compliance Training Brochure

Visit our website for more information
www.tpmcompany.com.au/demo/#howitworks

Disclaimers

Compliance Programs

All document and training content and updates (collectively, 'content') supplied by The Performance Management Company Pty Ltd (TPM) are supplied on an "as-is" basis. Update schedules vary depending on legislative and policy changes.

Whilst every care is taken in their preparation, TPM makes no representation that the content supplied or any other standard features or services supplied by us as part of our Compliance Programs is fit for your particular purpose, and accepts no responsibility for any loss or damage or cost incurred as a result of your use of the content or subscription to either Program or any parts thereof.

Except for written recommendations and advice provided under the Enterprise Compliance Program, no advice, legal or otherwise, is provided by TPM and you are strongly advised to consult a compliance expert for the application and implementation of any compliance obligations or any legislation, rules or regulations to you, your business or your organisation respectively.

TPM takes no responsibility for formatting or other errors resulting from software errors, defects, incompatibility or viruses, or for any failure on your part to create any backup copies of your files including any content customised for

The supply of all content, modules and programs by TPM is subject to our [Terms or Service](#).

Compliance Consulting Services

All compliance consulting services supplied to you, including those supplied through our Enterprise Compliance Program, are covered by professional indemnity insurance.

Take Action

Get one step closer to building that high performing team you've always wanted

Our **all-inclusive compliance management programs** are not available anywhere else in Australia and are the most **cost-effective** in the market.

Equipped with a **dedicated compliance support service**, it's a hassle-free solution perfect for SMEs and their clients.

[Get Pricing](#)

[View Demo](#)

Or contact us now for more information

Telephone: +61 (2) 8313 7123

Email: info@tpmcompany.com.au