

Inforce™

- Reinforces the skills and technique that deliver revenue growth and predictability
- Facilitates the introduction of new topics that extend the content presented in the workshop, allowing the learner to apply learned techniques to a greater advantage
- Promotes self and team coaching.
- Broadens knowledge related to tools and concepts learned while participating in an InfoMentis workshop
- Provides ongoing return on initial investment with InfoMentis

Inforce™

e-Learning Based Reinforcement From InfoMentis

Refresh

Inforce is an e-Learning based product suite focused on helping sales professionals extend their knowledge and techniques related to tools and concepts presented in InfoMentis instructor led workshops (ILT). The Inforce product suite comprises four core modules which include:

- Mapping Influence
- Discovering Value
- Competing Powerfully
- Presenting Value

Inforce modules will serve as InfoMentis “content refreshers” for tools and techniques, while at the same time enabling learners to take the role of internal coach rather than just a participant role. These tools and techniques include:

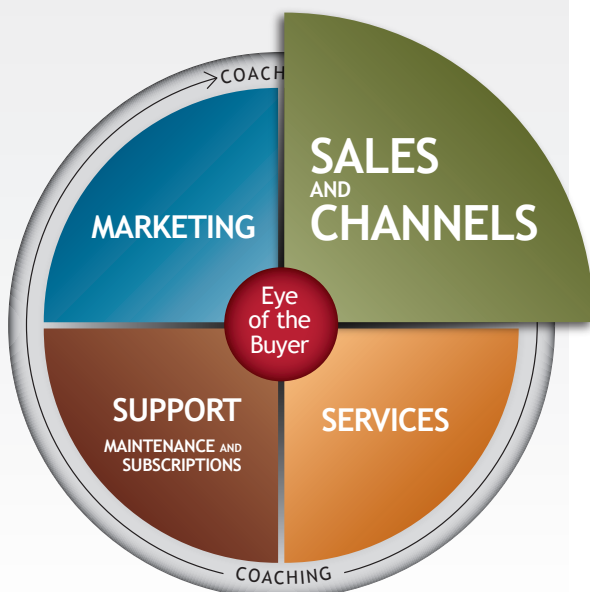
- Influence and Discovery Mapping
- High-Yield Questions
- Competitive Assessment and Advantage Statements
- Competitive Traps and Strategies
- Call Planning
- Objection Handling
- Solution Mapping and Presentations

Continue

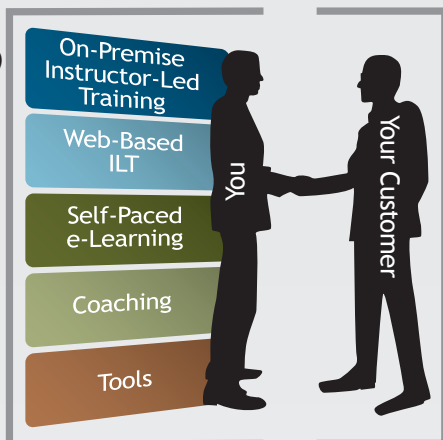
Inforce provides ongoing return on the training investment you’ve already made with InfoMentis. It allows your team to continue using the best practices they’ve learned and reminds them of the critical nature of each tool or technique. Our approach to e-Learning has multiple benefits from which common e-Learning barriers are removed. It allows the learner to apply with greater advantage the skills and knowledge that were conveyed during the workshop. The learner takes on the role of an internal coach and gives advice based on their own experience.

Extend

Because a workshop has finite time allotted to it, there’s only so much that can be covered. Inforce extends the application of the skills and knowledge conveyed in the workshop as it instills the self- and team-coaching mentality amongst the learners providing for a more successful and well equipped team who is readily willing and able to coach one another rather than solely relying on a team lead or manager for this critical function. Inforce takes the concepts originally delivered via workshop and gives the learner additional insight into how they’re best used and leveraged for competitive advantage and increased sales effectiveness.



Blended Learning



InfoMentis
mindshare momentum

About InfoMentis

InfoMentis is a global consulting and performance improvement company providing configurable programs that help our clients enable cultural change. We teach our clients how to more effectively attract and retain customers and help them to achieve bottom-line results. Our configurable courseware, e-Learning modules, web-based and on-premise instructor-led training, consulting services and collaborative productivity tools are designed to be adapted for role-based behavioral change for anyone in marketing, sales, services, support and management that have contact with their customers and prospects throughout the entire customer lifecycle.

Headquartered in Alpharetta, Georgia, InfoMentis has helped industry leaders around the world understand and embrace the value of determining predictable revenue streams. Through our unique offerings, they are able to recognize that an opportunity for growth is significant among organizations eager to differentiate. Founded in 1996, InfoMentis has provided performance improvement strategy, consulting and coaching to over 40,000 professionals in 66 countries over six continents.

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