

SPIN[®] Refresher

Do you need to refresh your SPIN[®] Selling skills?

Our open SPIN[®] Refresher training programme is essential for those who have been Huthwaite International SPIN[®] trained and want to refresh their SPIN[®] knowledge. So, if your SPIN[®] skills are a little rusty, this dynamic programme covers the key areas of the SPIN[®] methodology you'll need to fully revive your SPIN[®] expertise.

What to Expect

Following this programme, you will be able to:

- recall each of the main SPIN[®] concepts
- recall and share examples of the SPIN[®] behaviours and know how to use them
- recognise and categorise customer needs
- practice planning for advances.

Methodology & Delivery

This mini-learning journey includes:

- thirty minutes of e-learning designed to help you refresh your knowledge on the go
- a short 'mission' to help you re-engage with SPIN[®] with your prospects and customers
- a virtual classroom designed to give you additional help to move to the next level as you apply the SPIN[®] behaviours.

To ensure a personalised and interactive experience, numbers for each session are strictly limited.

About us

Huthwaite is an international training provider and behaviour change specialist. We help organisations to transform their sales and negotiation outcomes by helping to permanently change the behaviour of their teams.

We are unique. Our training interventions are founded on extensive science-led research and analysis. Through that work we have identified the sales and negotiation behaviours needed for high performance.

Our world-renowned methodologies align clients to those standards and our approach supports permanent behaviour change appropriate to each client environment.

Research, high performance behaviours, renowned methodologies and behaviour change are the four components which, along with our expert team, combine to help our clients achieve a high performance that is sustainable.

This is our model. We call it
Change Behaviour. Change Results™.

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Huthwaite International
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