



Motivating Your Sales Team

SEHG-SM-2015 · Business · approx. 10 min seat time · English · 100% online, self-paced

Accreditation & industry alignments: none verified on record — institutional accreditor mapping pending

COURSE DESCRIPTION

Sales & Marketing course covering motivating your sales team. Self-paced lessons with applied exercises.

WHO THIS COURSE IS FOR

Working professionals, team leads, and career-changers who want practical, job-ready Business skills — no prior coursework required. Teams and organizations can enroll groups for consistent, measurable upskilling.

WHAT'S INCLUDED

- 1 clock hour(s) of self-paced online learning
- 12 course modules
- 10 instructional videos — 10 minutes of total video runtime
- This syllabus (PDF), downloadable for reference
- Official SEHG Certificate of Completion upon finishing the course
- Language editions: English · Español

Delivered 100% online and self-paced in the SEHG learning platform. This section lists the materials currently delivered for this course.

MODULE MAP

- **Module 1 — Introduction**
 - Course Objectives
- **Module 2 — Create a Motivational Environment**
 - Conduct Frequent Team Check-Ins
 - Train Your Team
 - Emulate Best Practices
 - One Size Does Not Fit All!
- **Module 3 — Communicate to Motivate**
 - Regular Group Meetings
 - Regular One on One Meetings
 - Focus on Strengths and Development Areas
 - Ask for Feedback
- **Module 4 — Train Your Team**
 - Focus on Training and Development
 - Peer Training
 - Mentoring
 - Keep the Focus Positive!
- **Module 5 — Emulate Best Practices**
 - Look to Industry Leaders
 - Solicit Team Member Suggestions

- Take a Field Trip!
- Leverage Outside Expertise
- **Module 6 — Provide Tools**
 - The Right Tools
 - Ask Team Members What Tools They Need
 - Provide High Quality Tools
 - Allow for Training
- **Module 7 — Find Out What Motivates Employees**
 - One Size Does Not Fit All!
 - Find Out What Motivates Individuals
 - Discover What Motivates the Team
 - Tailor Rewards to Employees
- **Module 8 — Tailor Rewards to the Employee**
 - Motivation is Personal!
 - Choose 1-3 Motivators
 - Employee's Personal Goals
 - Reward Achievements
- **Module 9 — Create Team Incentives**
 - Incentives Foster Teamwork
 - Team Goals
 - Choose 1-3 Motivators
 - Reward Achievements
- **Module 10 — Implement Incentives**
 - Regular Incentives
 - Mark Milestones
 - Encourage Friendly Competition
 - Keep the Value Reasonable
- **Module 11 — Recognize Achievements**
 - Recognition Motivates!
 - Recognize Achievements Regularly
 - Recognize Achievements Publically
 - Document Achievements
- **Module 12 — Assessment**

COMPLETION & CERTIFICATION

Completion-based: a certificate of completion is issued after all course videos have been viewed.
The certificate of completion is non-credit. This course does not currently carry academic credit or CEUs.

OFFICIAL SEHG CERTIFICATE

Graduates receive the official Synergy University Education Certificate of Completion — issued by the Office of the Registrar with a unique credential ID, shareable to LinkedIn and verifiable online.

Every certificate carries a unique credential ID — verify at:

SynergyEducation.AI/verify

SUPPORT, ACCESS & POLICIES

- Support: CEO@SynergyEducation.AI
- Accessibility: ADA/WCAG 2.1 AA-first delivery; accommodations available on request.
- Academic integrity and refund policies: per SEHG student handbook.

Enroll Today

Tuition per learner (Essentials tier) — enroll online with the course code below.

\$49 · SEHG-SM-2015 · SynergyEducation.AI

Also available: instructor-led workshop kits for teams — in-person training agendas, playbooks, and facilitator materials built on this course. Contact CEO@SynergyEducation.AI.