



Coaching Salespeople

SEHG-SM-2585 · Business · approx. 11 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 coaching salespeople. 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
- 11 instructional videos — 11 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 — What Is a Coach?**
 - Be a Coach
 - Roles
 - Responsibilities
 - Face Challenges
- **Module 3 — Coaching**
 - Be Confident
 - Build Connections
 - Communicate
 - Focus on the Process
- **Module 4 — Process**
 - Define Effective Salespeople
 - Coaching vs. Training
 - How Coachable is an Employee (A.G.R.O.W.T.H.)
 - Avoid the Gap
- **Module 5 — Inspiring**
 - Individualize
 - Personalize Rewards

- Acknowledge Success
- Provide Opportunities Over Punishment
- **Module 6 — Authentic Leadership**
 - Vulnerability
 - Be Yourself and Encourage Individuality
 - Listening
 - Appreciate Effort
- **Module 7 — Best Practices**
 - SMART Goals
 - Be Realistic
 - Brainstorm Options
 - Take Away
- **Module 8 — Competition**
 - Social Pressure
 - Gamification
 - Rewards
 - Don't Go Overboard
- **Module 9 — Data**
 - Provide Clear Metrics
 - Measurable Results
 - Analyze Data
 - Visualize Trends
- **Module 10 — Maintenance Strategies**
 - Benefits of Internal Program
 - Choose a Method
 - Create a Culture
 - Train Coaches
- **Module 11 — Avoid Common Mistakes**
 - Poor Leadership
 - Ineffective Communication
 - Incomplete Data
 - Don't Be Afraid to Let Go
- **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-2585 · 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.