SOHO DRAGON

Nano Workshop: Boosting Sales Performance with Microsoft Copilot

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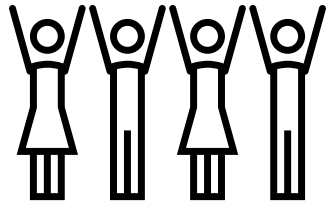
Nano Workshop: Boosting Sales Performance with Microsoft Copilot

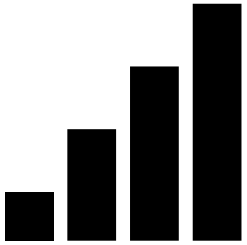
The Basics

Audience
Sales Team (all levels) &
Sales Team Stakeholders

Technology
M365,
Microsoft Copilot



Type
Nano-Workshop



Service Category
AI Implementation

Duration
2 hours

Skill Set
All Levels

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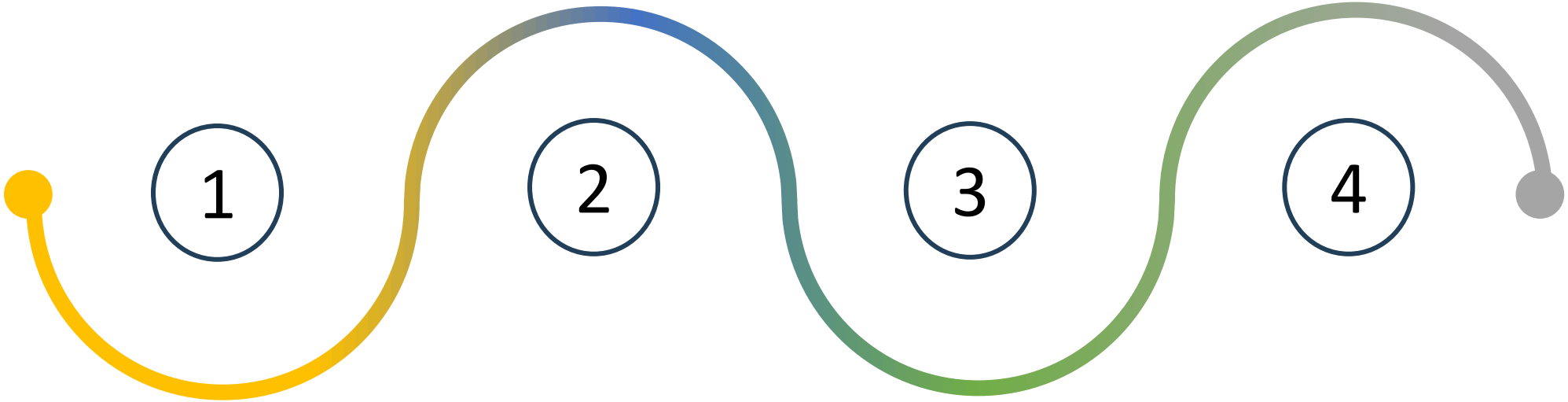
Nano Workshop Topics

In 2 hours, you'll learn to use AI to automate such sales-person pain-points as:

- Performing market research
- Qualifying potential customers
- Preparing for customer conversations
- Creating compelling and targeted presentations
- Analyzing competitors
- Preparing to handle objections

NANO WORKSHOP METHODOLOGY – 4 STEP PROCESS



DEFINE

- Workshop objectives
- Business objectives
- Challenges
- Scope

EVALUATE

- Copilot value
- Adoption gotchas
- Sales team benefits

PROOF OF VALUE

- Demonstrate the application of Copilot to sales team functions

REVIEW

- Workshop objectives
- Impact evaluation
- License costs
- Next steps

Why a "Nano" Workshop for Copilot?

Our Nano workshops are time-efficient and laser-targeted, giving participants minor bragging rights on a topic in just few hours.

Attendees will learn to quickly and simply use AI to bring value to the sales team - and be ready to implement those solutions within their organization.

Unlike traditional workshops that take days and are difficult to schedule with a team, our Nano workshops are time-efficient and laser-targeted, giving you immediate traction on a topic in just a few hours.

These workshops favor practice over theory, arming you with immediate, actionable techniques. Use them responsibly.
We use the term "Nano" for two main reasons:
1) The workshops are very short.
2) "Nano" sounds cool and techy.