



## High Ticket Selling Corporate Training Course

Equip employees with proven strategies to engage, persuade, and close premium-value deals by leveraging advanced sales psychology.

[www.edstellar.com/corporate-training-courses/management/sales-training/high-ticket-selling-training](http://www.edstellar.com/corporate-training-courses/management/sales-training/high-ticket-selling-training)

# The Paradigm Shift



## Legacy Approach

Volume selling strategies, product-focused pitches, and offering discounts or concessions to secure standard deals.



## Industry Disruption

Purchase decisions for enterprise solutions now involve multiple stakeholders, longer sales cycles, and complex business needs.



## Course Outcome

Confidently manage complex conversations, build trust, and drive high-revenue conversions with decision-makers without pushy tactics.

# Course At-A-Glance



12 - 24 Hours  
Duration



Instructor-Led  
Group Training



Delivery:  
Virtual / On-site  
/ Off-site

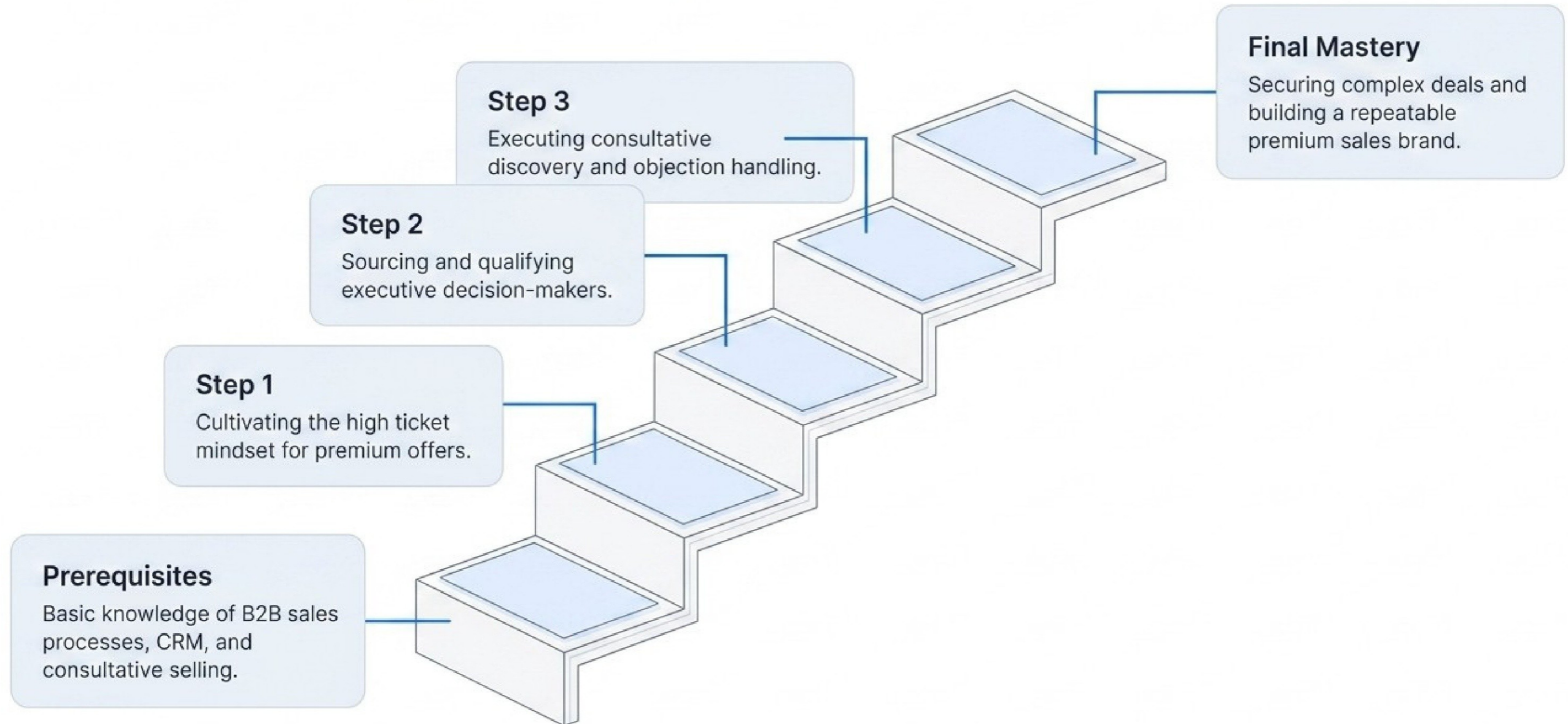


10,000+  
Trainers  
Globally



Course  
Completion  
Certificate

# The Learning Journey



# Curriculum Architecture



# Phase 1 Deep Dive







# Phase 2 Deep Dive

Pushing products and generic features.

Consultative discovery linking offers to business objectives.

## Methods & Frameworks

-  Structuring discovery calls with executive stakeholders
-  Framing price as an investment, not an expense
-  Anticipating and neutralizing common objections
-  Navigating procurement and compliance roadblocks

# Phase 3 Deep Dive



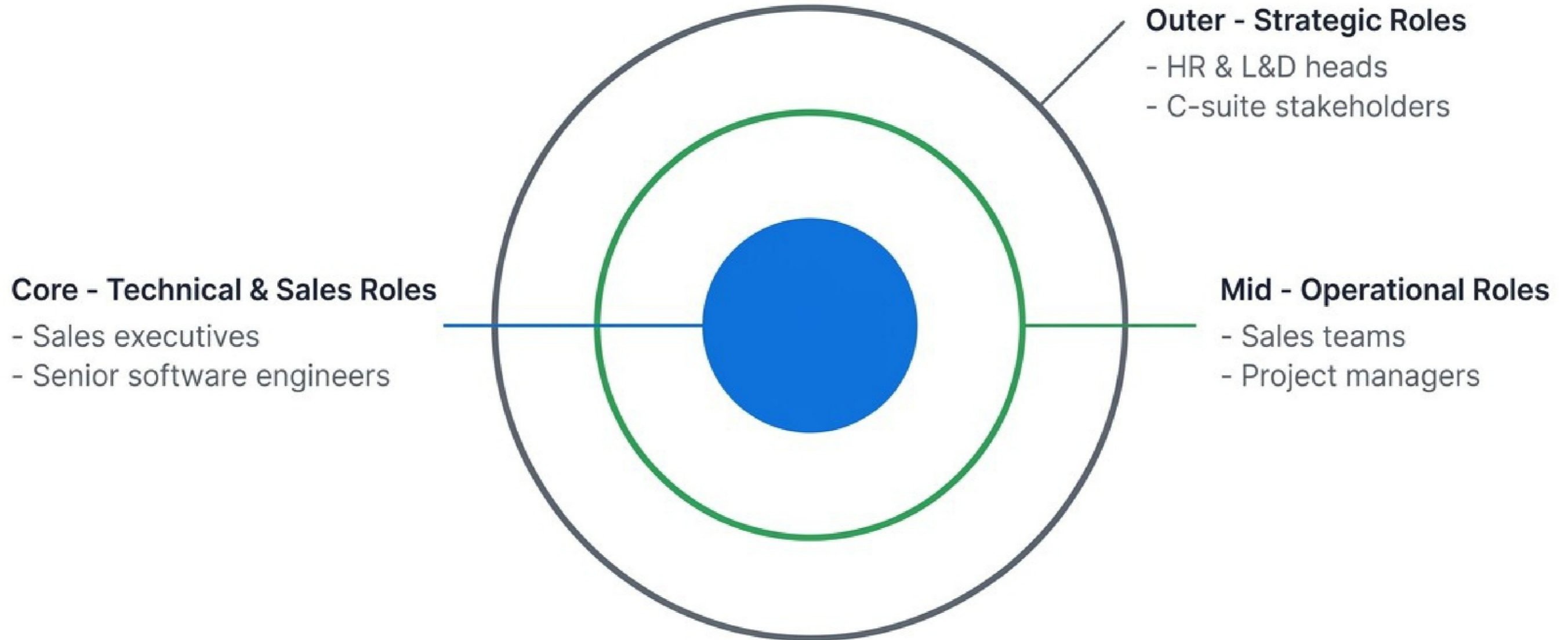
# Diagnostic Matrix

<b>Skill Dimension</b>	<b>Core Mechanism</b>	<b>Business Outcome</b>
Consultative Selling	Value-based dialogue	Tailored solutions rather than pushed products
Objection Handling	Empathetic authority	Built trust and met needs
Client Qualification	Evaluating suitability and intent	Successful, aligned business relationships

# Business ROI Flow



# Target Audience Alignment



# Delivery Modalities



## Virtual Live Instructor-Led

- Global reach without the need for traveling
- Consistent quality ensuring uniform learning outcomes
- Interactive tools to enhance learning engagement



## On-site Training

- Workplace environment tailored to learning requirements
- Improves team collaboration and knowledge sharing
- Direct interaction for clarifying doubts



## Off-site Training

- Distraction-free environment improves engagement
- Activities improve team bonding
- Boosts employee morale and reflects organizational commitment

# Proof of Impact

This High Ticket Selling course equipped me with comprehensive practical applications expertise that I've seamlessly integrated into our organizational practice... I now confidently design solutions that consistently deliver measurable business results. Our client satisfaction scores improved by 35% across all accounts, validating the immediate impact of this training program."

**Jesse Virtanen**

Senior Software Engineer  
IT Services and Solutions Provider

# Global Reach



Delivery Capability Across  
**100+ Countries**

Available in  
**10+ Languages**

# Build Lasting High Ticket Sales Capabilities

Empower your team to confidently manage complex negotiations and drive premium revenue.

[www.edstellar.com](http://www.edstellar.com)

[contact@edstellar.com](mailto:contact@edstellar.com)

Edstellar  
Certificate of Completion

Recipient Name \_\_\_\_\_

Course Title: High Ticket Sales Capabilities \_\_\_\_\_

Date of Completion \_\_\_\_\_

Serial Number \_\_\_\_\_

