

revlogic Sample Onboarding Curriculum

	1 Foundations & Knowledge Building <i>Ramp up with essential product knowledge, messaging, and sales fundamentals.</i>	2 Practice & Application <i>Move from learning to doing – practice & refine core sales motions in real-world scenarios.</i>	3 Execution & Performance <i>Achieve confidence and mastery – execute, adapt, and win deals. Refine skills.</i>
PRODUCT	<ul style="list-style-type: none"> 📍 Market & ICP 📍 Value Prop 📍 Intro to Pitch 	<ul style="list-style-type: none"> 📍 Pitch & Storytelling 📍 Competitive Positioning 📍 Pricing Workshop 	<ul style="list-style-type: none"> 📍 Mastering the Pitch 📍 Product Roadmap/Updates 📍 Competitive Analysis
PROCESS	<ul style="list-style-type: none"> 📍 Sales Process Basics 📍 Discovery 101 📍 First Meeting Flow 	<ul style="list-style-type: none"> 📍 Discovery Deep Dive 📍 Qualification in Action 📍 Compelling Events 	<ul style="list-style-type: none"> 📍 Selling to EBs 📍 Negotiation & Closing 📍 Forecast Accuracy
TEAMS	<ul style="list-style-type: none"> 📍 Meet Your Team 📍 Shadow Calls 📍 GTM Overview 	<ul style="list-style-type: none"> 📍 Partner Collaboration 📍 Internal Alignment 	<ul style="list-style-type: none"> 📍 Team Selling & Execution 📍 Sales & CS Handoff
TOOLS	<ul style="list-style-type: none"> 📍 Tools Orientation 📍 CRM Setup 📍 Tools Configuration 	<ul style="list-style-type: none"> 📍 Deal Management 📍 Productivity Tools 	<ul style="list-style-type: none"> 📍 Forecasting Tools 📍 Deal Reviews