

Technical mentoring involves supporting someone to learn new skills.

Pastoral mentoring involves developing the whole person, which may include elements of technical mentoring.

Many younger people tell us they want to feel supported as a whole person to feel more engaged.

Which are you currently doing?



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Advanced Mentor in Sales Programme

Using your expertise to make the difference to sales professionals



Offering outcome driven support

Prerequisite

There is an expectation that a Practitioner Mentoring Certificate has been gained prior to advanced Programmes (can be added to the start of the Programme).

Programme delivery

Available as:

- 3-day group learning
- 13 group learning seminars
- Fast Track blended learning (eLearning and 1-day group learning)
- eLearning

These are then followed by a selection of self-studied units, to build a portfolio.

The total time is approx. 150-200 hours.

Assessment

Learners complete a portfolio-based assignment to gain the certificate.

Learners who pass become certified are able to be accredited on the Register of Mentors database.



Using advanced mentoring to empower and inspire other sales professionals.

To be where you are in your career, you are talented, driven and successful.

Now is the time to give yourself a new challenge by using advanced mentoring skills to improve the performance of other sales professionals.

In your career you have seen many changes in the sector and know the simple things sales professionals need to be doing.

Recognition, influence, empowerment



However, getting them to perform well is not just about training them technical skills, nowadays it requires a more holistic approach.

Multi-award-winning training providers, The Mentoring School, present this expert programme to make the difference to junior staff.

Delivered over the course of a year, the mentor works with a facilitator to develop a deep understanding of mentoring in order to become an accredited advanced mentor.

Our specialist Programme helps expert professionals to:

- Increase outcomes
- Motivate
- Facilitate change
- Nurture talent
- Transform others
- Gain accreditation

Programme contents

- You and your role
- What is mentoring?
- Exploring the self
- Emotional intelligence
- Reflective practice
- Unconscious bias
- Transference
- Methodology
- Exploring the research
- Conversational approaches
- Ethos for mentoring
- Group mind
- Exploring the mentoring relationship
- Mental wellbeing
- Scenarios

