

**Technical mentoring** involves supporting someone to learn new skills.

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

*Which do you currently offer?*

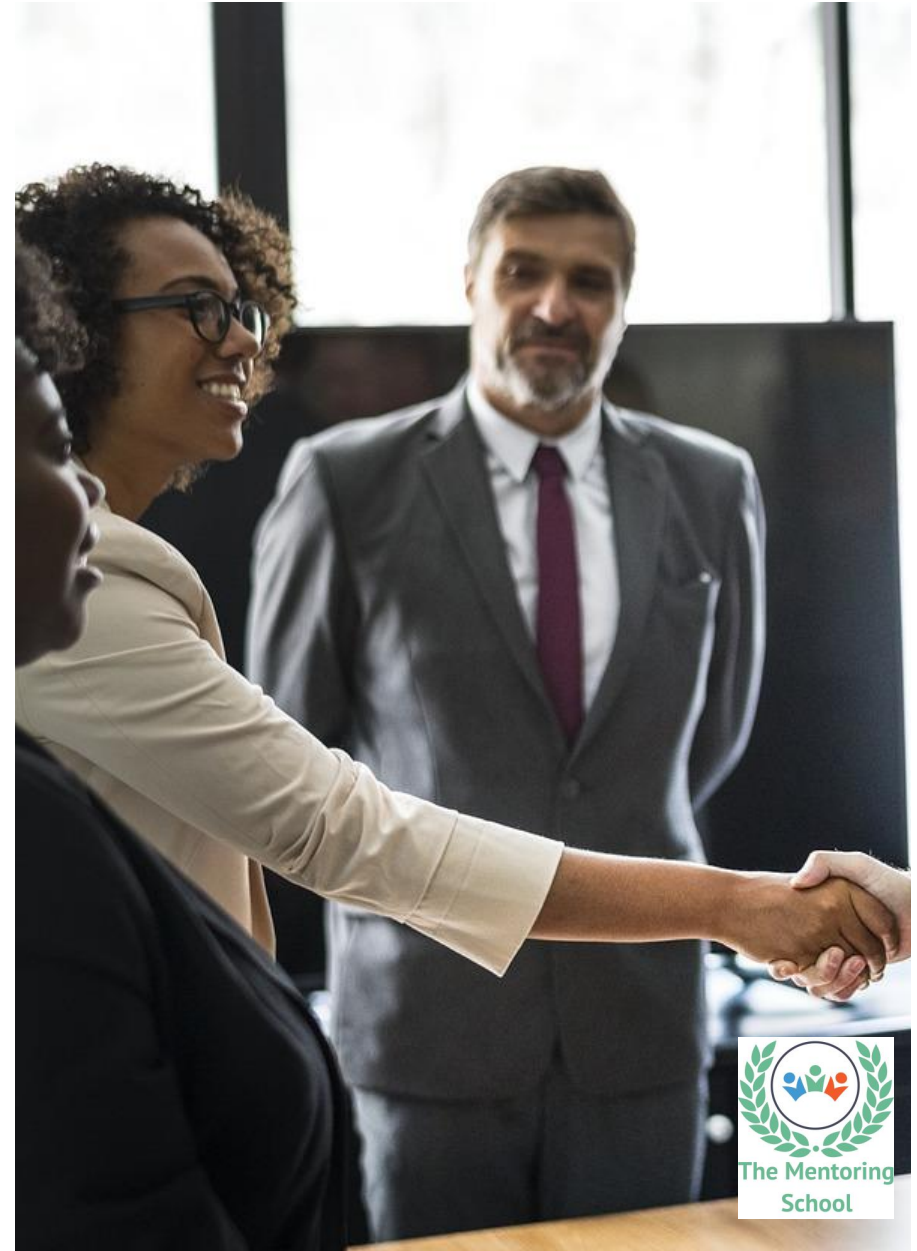


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# Certified Practitioner Mentor in Sales Programme

Helping you to make the difference to future talent



# Sharing your knowledge

## Programme delivery

Available as:

- 3-day group learning
- 6 x 3-hour group learning sessions
- Fast Track blended learning (eLearning and 1-day group learning)
- eLearning

These are then followed by a three-month portfolio to pass the programme.

The total time is approx. 125-150 hours.

## Assessment

Learners complete a reflective assignment. This includes a reflection on mentoring an individual, a mentoring intervention and their own learning.

They also have the option to sign up to the official Register of Mentors as an accredited mentor.



Helping experienced sales professionals to use their knowledge to develop junior colleagues with the Practitioner Mentor in Sales

Many sales professionals have honed their skills in fostering relationships with leads, following up and closing the deal. Not everyone can pass those skills on to the next generation.

Mentoring involves using your experience to nurture and develop talent in someone less experienced.

## Skills, knowledge, attitude



It is easy to slip into the role of telling someone what they need to do, but mentoring involves developing the whole person to help them to identify their own developmental journey.

Multi-award-winning training providers, The Mentoring School, have developed a programme to help you to progress your career and develop less experienced business development staff. The programme covers the theory and underlying principles vital for making the difference to their performance.

Our specialist Programme covers:

- Mentoring theory
- The difference between coaching and mentoring
- Structure of mentoring conversations
- Developing mindset
- Giving emotional support to sales professionals
- Mental health

## Programme contents

- You and your work
- Mentoring and coaching
- Common barriers
- Learning styles
- Emotional intelligence
- Mindset
- Preparation for the future
- Sales Mentoring
- Good mentoring practice
- Individual mentoring
- Diversity
- Group mentoring
- Involving others
- Supporting the mentee
- Mentoring and mental health
- Giving feedback

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