

Salespeople Hate Training: Engage Them with Simulations!



August 24, 2020

Why are you attending this demo? (select one)

- A. Currently using simulations and want to expand their use
- B. Not currently using simulations but considering for 2021
- C. Not currently using simulations but just curious
- D. Other (?)

What problems do you want simulations to solve in your company? (choose all that apply)

- A. Hiring
- B. Onboarding
- C. Sales Coaching
- D. Customer Empathy
- E. Specific Business Problems
- F. Virtual Sales Kick-off
- G. Engagement
- H. Other (?)

UPtick

Selling Intelligence Platform

Hiring

Behaviors

Onboarding

Judgment

Practice
&
Ongoing Development

Practice

UPtick

Selling Intelligence Platform



Data Collection, Development, Analytics

Roleplay Data Collection and Output



Individual Rep Skills Scores



Insights

UPtick™ Play | Progress | Resources DAVIE INGRAM

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UPtick™ Play | Progress | Resources DAVIE INGRAM

< Dashboard Selling Intelligence Metrics for Diana Yefremova

Selling Intelligence™ score

Selling Competency™ score

Hunter

Farmer

Self Starter

Cognitive Ability

Sales Behaviors

Selling Judgement™ score

Knowledge Game

See Sales View

Achievement Drive

79

Expected Behaviors

- This individual is competitive.
- He/she is driven to be the best at whatever he/she does.
- Is constantly trying to surpass set goals.
- Is likely to create competitive situations with coworkers.

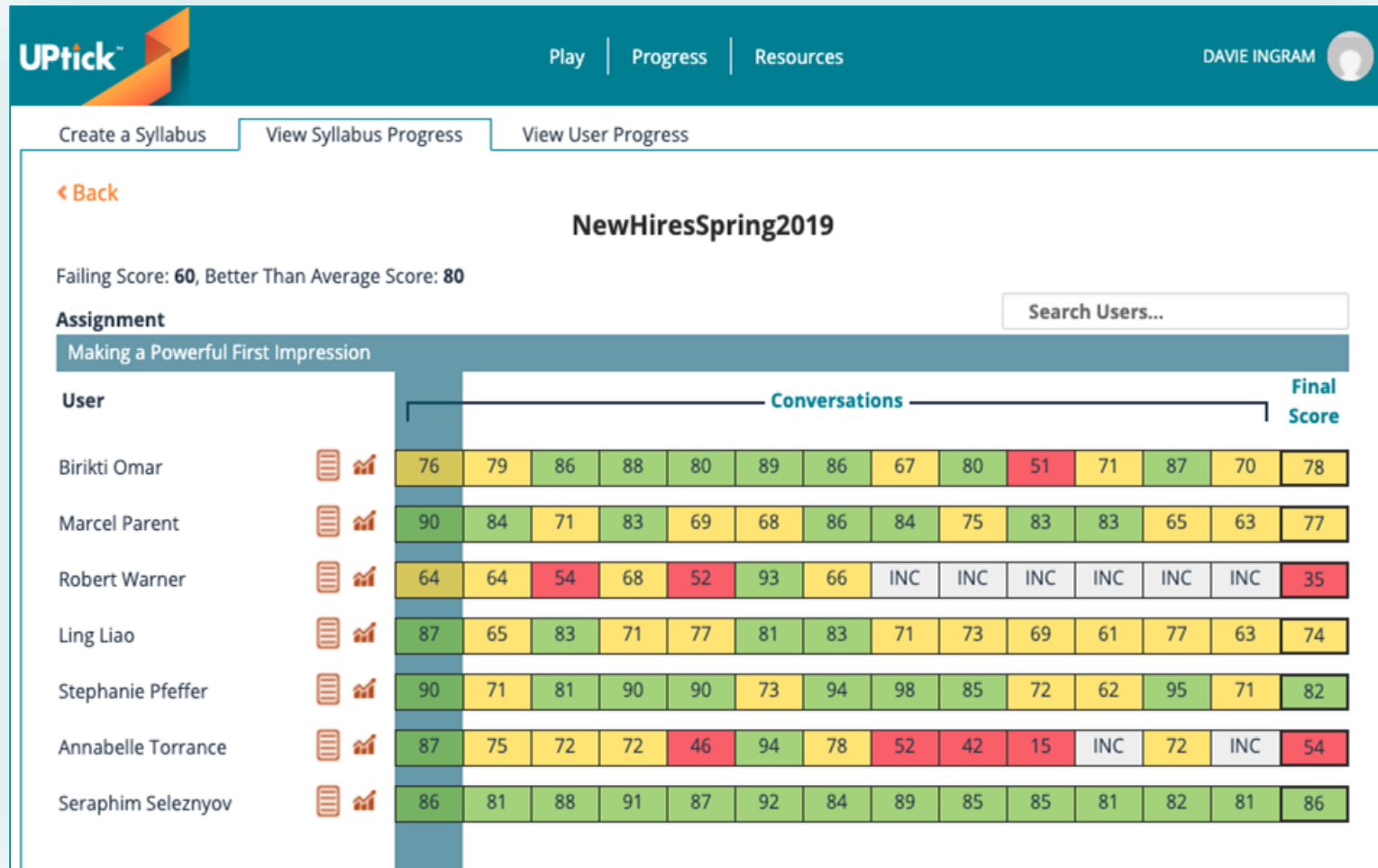
Management Strategies

- To maintain the salesperson's drive and motivation, reward their winning attitude.
- Work with the individual to develop challenging goals and reward goal accomplishment.
- While this characteristic is important for business success, care must be taken to make sure the individual's high level of competitiveness does not affect team performance or relationships.
- This individual's competitive energy needs to be focused on being the best he/she can be within the overall business plans and strategies.

Back

- Provides Sales Leaders deep understanding of their entire team
- Leverage strengths and properly address weaknesses to improve sales performance
- Gives prescriptive insights into the selling DNA of a salesperson
- Invest in the individual and team with confidence

Invest



- UPtick integrates feedback and coaching at appropriate times in the sales simulations to create a learning cadence that provides feedback at just the right time.
- Automatically prompts ps to return and self develop
- Clear mapping of selling strengths and weakness feeds into a customized learning path for growth

Live Demo

What Do Others Say About UPtick?

**Take a Look at Nestlé Purina
Results, Adoption**



Purina QBR Results

Average Selling Judgment score improvement:

+27%

Average Selling Intelligence score improvement:

+15%

Improvement on most played roleplays:

284%, 181%, 27%

Improvement on least played roleplays:

13%, 30%, 37%, 74%

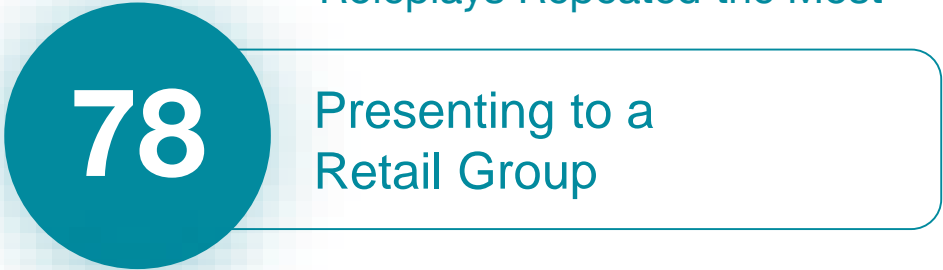
Most Replayed	Average First	Average Best	Improvement
Presenting to a Retail Group	56	71	27%
Negotiating for Performance in Annual Planning	26	73	181%
Leveraging Shopper Insights for Results	19	73	284%
Least Replayed			
Leverging Your Retail Presence and Expertise	70	79	13%
Leveraging Your Cross-Functional Expertise	57	78	37%
Negotiating for Performance in Role Reversal	63	82	30%
Become a Trusted Advisor	42	73	74%



Purina User Results



Roleplays Repeated the Most



UPtick

Adoption

94
%

Return to Improve
(with score <80)

90
%

Played Multiple Times
(overall)

92
%

Safe Way to Learn

91
%

Improves Ability to Sell

How to use simulations in your company

Next Step – Personalized UPtick Demo

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