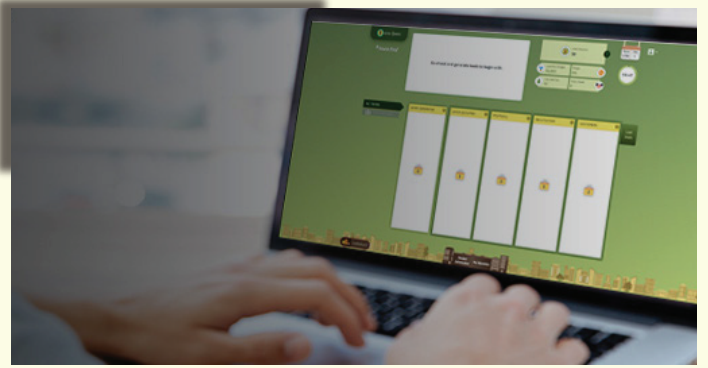# Sales Quest Simulation

About the simulation

The Sales Quest simulation is designed to help participants develop sales capabilities and provides organizations with a scalable and cost-effective solution for imparting sales process training. The simulation puts participants in the role of a sales executive, who is tasked with selling a B2B product to clients.

To succeed, participants are expected to generate leads, qualify them, and with more and more interactions, convert them into revenue.

Competencies addressed

- Strategic & Business Focus
- Interpersonal Skills
- Product Knowledge
- Managing Sales Pipeline

Recommended for

- Frontline Sales Managers
- Sales Executives

Simulation rating

- 4.45 / 5

Course Outline

- Dominant Selling Style
- Dominant Key Competency
- Deals won & lost
- Margins Achieved
- Sales Velocity
- Revenue Generation

Duration of simulation

- 60 minutes
- 90 minutes

Simulation recommendation

- Recommended by 93.15% of participants

Participant Feedback

Sales Quest Simulation

"Very good simulation for sales, clearly outlining and tracking the sales process"

"Interesting! I learnt how to manage, plan, propose, negotiation and get deal in the end"

"Challenging case study"

"Great tools to educate Sales Executive to do better works and skill to get more sales in"

KNOLSKAPE

focus•u