

SAP Academy for Commercial Sales Curriculum

SAP Academy
explore, inspire, ignite

Sales Strategy & Deal Execution

- Digital Sales Motion
- Social Selling
- Virtual Studio
- Account & Territory Planning
- Demand Generation
- Questioning Skills
- Qualify 4 Success
- Powerful Conversations
- Discovery 4 the Win
- Deal Execution
- Selling with Partners

SAP DNA

- SAP Strategy
- Digital Disruption & Transformation
- SAP Solution Overview
- Role Specialization Training
- SAP ERP Simulation
- Design Thinking
- SAP Whiteboard Presentations

Digital Sales Professional

Business & Technology Acumen

- Business Acumen & Customer Focus
- Technology Acumen
- Value Selling
- Industry Acumen
- Financial Acumen
- Case Study

Communication & Self Development

- Presentation Skills & Whiteboarding Skills
- Team Based Leadership & Learning
- SAP Impact & Presence
- Communicating with Cultural Awareness
- Personal SWOT
- Digital Sales Success Plan

