



ONLINETRAINING

“Online Selling”

The online training will be held through the Goole Meet Webinar platform, registration for the event is done electronically, at the following link: <https://forms.gle/wX4oCWUy26cCwHQP6>

This training is organized by the Chamber of Commerce of Kosova and will be held in Albanian language. All interested member companies of the WB6 CIF founding chambers may apply free of charge. The language of the training is Albanian.

DRAFT AGENDA

Monday, December 14th

Communication, Research, Presence online, Approach to sales and its methods

10:00 – 11:15 First Block of the Training

11:30 – 12:45 Second Block of the Training

12:45 – 13:30 Q&A

Tuesday, December 15th

TMA - Total market available, Establishment of the sales process, 7-step sales process table

10:00 – 11:15 First Block of the Training

11:30 – 12:45 Second Block of the Training

12:45 – 13:30 Q&A

Wednesday, December 16th

Pick your marketing strategy, Find the right product niche, Pick a name for your brand, Create your online store

10:00 – 11:15 First Block of the Training

11:30 – 12:45 Second Block of the Training

12:45 – 13:30 Q&A

Please note: You will receive the link to the online training by e-mail after completing the registration via the Zoom application, the final agenda and PPT presentations will be sent to registered participants two days prior to the start of the

This online training is being implemented within the EU support to the Western Balkans 6 Chamber Investment Forum, CN 2019/408-715