7029-02

City Guilds
Believe you can

BUSINESS SKILLS

AWARD IN SELLING

QUALIFICATION FACTSHEET

BUSINESS SKILLS

LEVEL 2 AWARD IN SELLING 7029-02

Framework Qualification	Credit	Fundable	GLH	QAN	City & Guilds number
Level 2 Award in Selling	1	Yes	8	600/5957/6	7029-02

Qualification aim	Qualification levels and definition	Progression routes
This qualification is suitable for anybody with some selling experience who would like to improve their skills. It is designed for people wih selling responisbilites and candidates looking to study this qualification may already be working in a selling role or looking to find a job in this sector.	This Level 2 qualification covers the theory of selling, understanding the customer, developing basic selling techniques and effective communication in selling solutions.	On completion learners will gain the skills and knowledge required to progress to Level 3 qualifications in Sales, Marketing and Social Media for Business. In addition, we also have a number of Higher Level qualifications offered through the Institute of Leadership and Management (ILM). www.i-l-m.com

	Key features	Key benefits
Structure	Learners must complete 1 mandatory unit 'Principles of Selling'.	The size of this qualification means it can be delivered as a one day workshop and support induction for new employees, internal training and CPD.
Assessment	A multiple choice assessment.	The test covers all the knowledge required to understand the theories, techniques, communications and environments of selling.
Support	Our support resources include: free Qualification Handbook, online tutor notes, powerpoint presentation and delegate workbook.	City & Guilds have developed support materials that help you deliver this qualification as a workshop using a powerpoint presentation and tutor notes. These can be found and are free to use from our website. Personal support is available from the largest team of subject specific Quality Consultants, our Customer Relations Team and dedicated Business Managers.

Reasons to choose City & Guilds	
Widest range and choice of qualifications	We have the widest and most in depth range of qualifications in Business support skills. Learners can progress to our Sales, Marketing and Social Media for Business qualifications.
Industry expertise	We have worked in partnership with training providers, industry experts and employers to ensure that our qualifications provide relevant, work-ready training.
Recognised by employers	Our qualifications are trusted and valued both by experts and employers across the industry which will help you to engage with employers and provide learners with the skills and training that will allow them to succeed in employment.

For more information call +44 (0) 844 543 0000
email: centresupport@cityandguilds.com or visit www.cityandguilds.com