

STUDY PLAN

Day	Date	Agenda	Topic	Sub Topics	Time	Faculty
1	17 Dec 2025	Orientation	Orientation	Complete Information	1 PM-2 PM	Navdeep Singh
2	18 Dec 2025	Intro session	Introuction to class	1.About me 2.About course 3. Topics covered 4. Roadmap 5. Why sales ? 6. Sales as a career	1 PM-2 PM	Rahul Jha
3	19 Dec 2025	About Company and Job Profile	Aspiration building	1. Introduction to company & Adda's Journey 2. About founders 3. Exam counsellor Job profile, Daily KRAs, growth 4. Earning opperunity 5. Q&A	1 PM-2 PM	Rahul Jha
4	22 Dec 2025	Detailed Knowledge about sales & Future scope	Aspiration building	1. Difference funcations in a company 2. What is sales ? 3. Difference between sales and marketing ? 4. B2B V/S B2C sales 5. Why sales is called as backbone of a company? 7. Impact of AI in sales job and future scope 6. Some case study	1 PM-2 PM	Rahul Jha
5	23 Dec 2025	Product Training	Product Overview	1. Types of product 2.Product features 3. How to access classess ? 4. Types of Mahapack 5. different ind. batch & mahapack batch 6. How to pitch ? 7. Online V/S Offline 8. FAQs	1 PM-2 PM	Rahul Jha
6	24 Dec 2025	Product Training	Web Overview	1. how to login adda247 Web 2. How to check specific batch 3.how to use search bar option 4.how to use coupon code 5.How to use paid batch 6.how to login adda247 web version 7.How to create QR code 8.how to explain over product & Features 9.Faculty Details 10.Batch timing 11. Study planner "	1 PM-2 PM	Rahul Jha
7	25 Dec 2025	Sales Pitch Training Day 1	Call Pitch Training	1. Revision 2. Assessment 3. Overview of sales pitch 4. Assignment on story telling 5. download Adda247 app 6.Explain all the features practically in App "	1 PM-2 PM	Rahul Jha
8	26 Dec 2025	Sales Pitch Training Day 2	Call Pitch Training	1. How to map student's need to product ? 2. How to explain product ? 3. How pitch payment option ? 4. How to close payment one spot ?	1 PM-2 PM	Rahul Jha
9	29 Dec 2025	Objection Handling Training Day 1	Sales Objection	1. 4 Pillar strategy 2.Objectiona and answers	1 PM-2 PM	Rahul Jha
10	30 Dec 2025	Objection Handling Training Day 1	Sales closing Techniques	1. FOMO Techniques 2. Now or Never 3. The Puppy Dog Close [ATC Free live classes]	1 PM-2 PM	Rahul Jha
11	31 Dec 2025	Revision and Doubt Class	Doubt class	Practise of mock call	1 PM-2 PM	Rahul Jha

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12	1 Jan 2026	CRM Training	CRM Training	1. Login 2. Features 3. Difference between Leads & Deals 4. Stages & Dispositions 5. How to create a deal ? 6. How to mark task ? 7. How to write notes ? 8. How to add columns ?	1 PM-2 PM	Rahul Jha
13	2 Jan 2026	CRM Training	CRM Training	1. How to find out NLND ? 2. How to find out ELND ? 3. How to find out ELED ? 4. How to find out specific exam vertical deals ? 5. How to find out specific product id deals ? 6. How to find out specific product name deals ? 7. How to find out high deal score data ?"	1 PM-2 PM	Rahul Jha
14	5 Jan 2026	Performance Metrics	KRAs	KRAs	1 PM-2 PM	Rahul Jha
15	6 Jan 2026	Audit Parameter	Audit Parameter	Audit Parameter	1 PM-2 PM	Rahul Jha
16	7 Jan 2026	interaction with industry experts	interaction with industry experts	interaction with industry experts	1 PM-2 PM	Vikas walia sir

