

## STUDY PLAN

Class	Day	Date	Agenda	Topic	Sub Topics	Time
1	Wednesday	7 Jul 2026	<b>Orientation</b>	Orientation	Complete Information	5 to 6pm
2	Thursday	8 Jul 2026	<b>Intro session</b>	Introuction to class	1.About me 2.About course 3. Topics covered 4. Roadmap 5. Why sales ? 6. Sales as a career	5 to 6pm
3	Friday	9 Jul 2026	<b>About Company and Job Profile</b>	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	5 to 6pm
4	Monday	10 Jul 2026	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	5 to 6pm
5	Tuesday	13 Jul 2026	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	5 to 6pm
6	Wednesday	14 Jul 2026	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 "	5 to 6pm
7	Thursday	15 Jul 2026	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 "	5 to 6pm
8	Friday	16 Jul 2026	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 ?	5 to 6pm
9	Monday	17 Jul 2026	Objection Handling Training Day 1	Sales Objection	1. 4 Pillar strategy 2.Objectiona and answers	5 to 6pm
10	Tuesday	20 Jul 2026	Objection Handling Training Day 1	Sales closing Techniques	1. FOMO Techniques 2. Now or Never 3. The Puppy Dog Close [ ATC Free live classes ]	5 to 6pm
11	Wednesday	21 Jul 2026	Revision and Doubt Class	Doubt class	Sales Mock Call	5 to 6pm
12	Thursday	22 Jul 2026	Objection Handling Mock Call	Doubt class	Objection Handling Mock call	5 to 6pm

Class	Day	Date	Agenda	Topic	Sub Topics	Time
13	Friday	23 Jul 2026	CRM Training	CRM Training	<ol style="list-style-type: none"> <li>1. Login</li> <li>2. Features</li> <li>3. Difference between Leads &amp; Deals</li> <li>4. Stages &amp; Dispositions</li> <li>5. How to create a deal ?</li> <li>6. How to mark task ?</li> <li>7. How to write notes ?</li> <li>8. How to add columns ?</li> </ol>	5 to 6pm
14	Monday	24 Jul 2026	CRM Training	CRM Training	<ol style="list-style-type: none"> <li>1. How to find out NLND ?</li> <li>2. How to find out ELND ?</li> <li>3. How to find out ELED ?</li> <li>4. How to find out specific exam vertical deals ?</li> <li>5. How to find out specific product id deals ?</li> <li>6. How to find out specific product name deals ?</li> <li>7. How to find out high deal score data ?</li> </ol>	5 to 6pm
15	Tuesday	27 Jul 2026	Performance Metrics	KRAs	<ol style="list-style-type: none"> <li>1. Daily KRAs of a counsellor</li> <li>2. Doubts</li> </ol>	5 to 6pm
16	Wednesday	28 Jul 2026	Audit Parameter	Audit Metrics	<ol style="list-style-type: none"> <li>1. How do we audit sales call ?</li> <li>2. What is quality score ?</li> <li>3. How many parameters are there ?</li> </ol>	5 to 6pm
17	Thursday	29 Jul 2026	Job Interview Q&A	Interview Skills	<ol style="list-style-type: none"> <li>1. How to prepare for sales job interview ?</li> <li>2. TOP Questions and Answer</li> </ol>	5 to 6pm
18	Friday	30 Jul 2026	Interview Mock practice	Mock Call	Practise interview questions	5 to 6pm
19	Monday	31 Jul 2026	Job preparations and Source	Job Hunting	<ol style="list-style-type: none"> <li>1. Learn how to create CV with AI ?</li> <li>2. How to search and apply for JOB ?</li> </ol>	5 to 6pm
20	Tuesday	3 Aug 2026	Final Assessment	Final Assessment	Final Assessment	6 to 6pm