

**MSS SUCCESS SPACES**

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AI FOR SALES PRODUCTIVITY TRAINING IN THE PHILIPPINES

SELL SMARTER WITH AI

Practical Artificial Intelligence for Prospect Research, Sales Preparation, Personalized Outreach, Customer Conversations, Proposals, Follow-Ups, CRM Productivity, Pipeline Management, and Better Sales Execution

This program is strategically developed for organizations searching for **AI for Sales Productivity Training in the Philippines, Training on AI for Sales Productivity in the Philippines, AI in Sales Training in the Philippines, Training on AI in Sales in the Philippines, Using AI in Sales Training in the Philippines, Training on Using AI in Sales in the Philippines, Artificial Intelligence for Sales Productivity Training in the Philippines, Training on Artificial Intelligence for Sales Productivity in the Philippines, Artificial Intelligence in Sales Training in the Philippines, Training on Artificial Intelligence in Sales in the Philippines, Using Artificial Intelligence in Sales Training in the Philippines, and Training on Using Artificial Intelligence in Sales in the Philippines.**

The program focuses on one practical question:

How can salespeople use AI to spend less time on low-value administrative work and more time understanding customers, creating opportunities, advancing deals, and generating revenue?

Artificial Intelligence can help sales professionals:

- Research prospects and accounts;
- prepare for customer meetings;
- organize customer information;
- develop prospecting angles;
- personalize outreach;
- improve sales emails;
- prepare discovery questions;
- summarize customer conversations;
- identify follow-up actions;
- prepare objection-handling responses;
- draft proposals and presentations;
- create account plans;
- organize CRM information;
- analyze pipeline activity;
- identify stalled opportunities;
- prepare forecast narratives;
- develop coaching insights;
- and reduce repetitive sales administration.

But AI can also create problems when sellers:

- Trust inaccurate information without verification;
- upload confidential information into unauthorized tools;
- automate customer communication excessively;

- generate generic outreach at scale;
- fabricate customer insights;
- rely on AI instead of listening;
- allow AI to make commitments the salesperson cannot honor;
- use artificial personalization that feels manipulative;
- copy generated content without understanding it;
- create proposals containing invented facts;
- treat AI-generated forecasts as certainty;
- or allow technology to replace human judgment, accountability, and relationships.

Effective **AI in Sales** therefore requires more than learning how to type prompts into a chatbot.

It requires the ability to determine:

Where AI Should Help



What Information AI Needs



How to Prompt or Direct AI



How to Evaluate the Output



How to Add Human Sales Judgment



How to Apply the Output to the Sales Process



How to Measure Whether Productivity and Sales Execution Actually Improve

Sell Smarter With AI: AI for Sales Productivity Training in the Philippines equips sales professionals and leaders to integrate Artificial Intelligence into practical sales workflows while maintaining customer focus, accuracy, professionalism, data responsibility, and human judgment.

The program introduces the proprietary **MSS S.A.L.E.S.A.I.™ Sales Productivity Framework**:

- **S — Scan the Sales Workflow and Spot High-Value AI Opportunities**
- **A — Analyze Accounts, Prospects, Customers, and Opportunities**
- **L — Leverage AI for Relevant and Personalized Sales Communication**
- **E — Enhance Sales Conversations, Proposals, Objection Handling, and Follow-Through**
- **S — Systematize CRM, Pipeline, Forecasting, and Administrative Work**
- **A — Apply Human Judgment, Privacy, Governance, and Responsible AI**
- **I — Improve Productivity, Sales Execution, and Results Through Measurement and Iteration**

The program remains **vendor-neutral** and can be customized according to the organization's approved AI platforms, CRM, sales technologies, policies, data environment, industry, sales methodology, and actual workflow.

Following MSS Corporation's **EnterTRAINment** methodology, approximately **30% of the program consists of concise facilitator input, demonstration, and synthesis, while approximately 70% consists of practical AI exercises using realistic sales situations, prospect research, meeting preparation, outreach development, customer-conversation preparation, proposal improvement, follow-up creation, pipeline analysis, CRM productivity exercises, and sales workflow redesign.**

TRAINING GOAL

To equip sales professionals and leaders with the practical knowledge, AI-use disciplines, workflow-design skills, prompting techniques, verification habits, responsible-use practices, and sales judgment required to use Artificial Intelligence productively across the sales process without sacrificing customer relevance, accuracy, professionalism, security, or human accountability.

TRAINING OBJECTIVES

By the end of the program, participants should be able to:

1. **Explain** what Artificial Intelligence can and cannot realistically contribute to sales productivity;
2. **Differentiate** generative AI, traditional automation, AI-assisted analytics, and AI agents at a practical business-user level;
3. **Apply** the MSS S.A.L.E.S.A.I.™ Sales Productivity Framework;
4. **Identify** repetitive and time-consuming sales activities suitable for AI assistance;
5. **Differentiate** high-value selling work from low-value administrative work;
6. **Map** their current sales workflow;
7. **Identify** where AI can save time, improve preparation, or strengthen consistency;
8. **Determine** which sales activities should remain primarily human-led;
9. **Use** AI to organize prospect and account research;
10. **Develop** better Ideal Customer Profile and prospect-analysis inputs where relevant;
11. **Summarize** publicly available prospect or company information efficiently;
12. **Generate** hypotheses about customer needs without presenting them as verified facts;
13. **Prepare** customer-meeting briefs;
14. **Generate** relevant discovery questions;
15. **Use** AI to prepare for stakeholder conversations;
16. **Create** prospect-specific outreach ideas;
17. **Draft** more personalized prospecting messages;
18. **Improve** sales email clarity, relevance, structure, and calls to action;
19. **Avoid** generic AI-generated sales messages;
20. **Use** AI to prepare sales-call opening approaches;
21. **Generate** question banks for discovery and qualification;
22. **Prepare** responses to common customer objections;
23. **Use** AI to analyze customer notes and identify possible next steps;
24. **Summarize** meetings or call notes when appropriate and authorized;

25. **Create** clearer follow-up communications;
26. **Use** AI to develop proposal structures and first drafts;
27. **Improve** sales presentations and value propositions;
28. **Customize** sales messages according to customer context;
29. **Use** AI to support account planning;
30. **Identify** opportunity risks and information gaps;
31. **Use** AI to organize CRM notes and administrative information where permitted;
32. **Develop** more consistent opportunity summaries;
33. **Use** AI to support pipeline reviews;
34. **Identify** stalled opportunities and possible next actions;
35. **Use** AI to support forecast narratives without treating predictions as certainty;
36. **Use** AI for sales coaching, reflection, and role-play preparation;
37. **Recognize** AI hallucinations and unsupported claims;
38. **Verify** important AI-generated information before using it with customers;
39. **Protect** confidential, personal, proprietary, customer, and commercially sensitive information;
40. **Follow** organizational policies regarding approved AI tools and data;
41. **Maintain** human accountability for sales decisions and commitments;
42. **Recognize** ethical problems associated with deceptive or manipulative AI use;
43. **Measure** time savings and productivity improvements;
44. **Evaluate** whether AI actually improves sales execution rather than merely increasing content volume;
45. **Develop** repeatable AI-assisted sales workflows; and
46. **Create** an individual 30-day AI Sales Productivity Action Plan.

LEARNING DOMAINS ADDRESSED

Cognitive Domain

Participants strengthen their understanding of AI capabilities, limitations, sales applications, prompt design, verification, AI-assisted workflows, customer data, productivity measures, and responsible use.

Affective Domain

Participants strengthen curiosity, adaptability, customer orientation, accountability, professional skepticism, responsible experimentation, data stewardship, and willingness to combine technology with human judgment.

Psychomotor and Behavioral Domain

Participants practice AI-assisted research, sales preparation, personalization, outreach, discovery-question development, objection preparation, proposal creation, follow-up, pipeline analysis, CRM productivity, verification, and workflow design.

FROM POINT A TO POINT B

Point A: Before the Training

Sales professionals may:

- Avoid AI entirely because they do not know where to begin;
- use AI only to write generic emails;
- ask vague prompts and receive weak outputs;
- copy AI-generated content without reviewing it;
- rely on AI-generated facts without verification;
- use Artificial Intelligence randomly rather than through repeatable workflows;
- spend excessive time researching prospects manually;
- begin customer meetings with insufficient preparation;
- write every prospecting email from scratch;
- send generic mass outreach;
- struggle to personalize messages efficiently;
- spend excessive time preparing call notes;
- spend too much time summarizing meetings;
- delay customer follow-ups;
- create proposals manually from blank pages;
- repeatedly search old CRM records;
- struggle to summarize opportunities;
- spend significant time on CRM administration;
- treat CRM updates as an afterthought;
- conduct pipeline reviews with incomplete information;
- struggle to identify next-best actions;
- ask AI to “sell for me” rather than support good selling;
- upload confidential information into unauthorized AI tools;
- automate relationship-building excessively;
- confuse generated text with customer insight;
- or use AI without measuring whether it actually improves productivity.

Point B: After the Training

Participants should be better able to:

- Identify practical sales AI use cases;
- prioritize high-value AI applications;
- structure better AI instructions;
- research prospects more efficiently;
- prepare for meetings faster;
- generate customer-relevant questions;
- create more personalized outreach;

- improve sales communication;
- prepare for objections;
- develop follow-up communications efficiently;
- generate stronger first drafts of proposals;
- organize account information;
- reduce repetitive sales administration;
- maintain cleaner customer information;
- support pipeline reviews;
- identify opportunity risks and gaps;
- create repeatable AI-assisted workflows;
- verify AI outputs;
- protect customer and company information;
- maintain human sales judgment;
- measure productivity gains;
- and spend more time on meaningful customer and revenue-generating activities.

ORGANIZATIONAL CHALLENGES ADDRESSED

This **Training on AI for Sales Productivity in the Philippines** may help organizations address:

- Low seller productivity;
- excessive administrative work;
- insufficient customer-facing time;
- inconsistent prospect research;
- poor meeting preparation;
- generic sales outreach;
- slow prospecting;
- weak personalization;
- inconsistent discovery preparation;
- delayed customer follow-up;
- poor documentation;
- incomplete CRM records;
- repetitive manual sales tasks;
- lengthy proposal preparation;
- inconsistent account planning;
- poorly prepared pipeline reviews;
- opportunities without clear next actions;
- sales representatives overwhelmed by multiple accounts;
- managers spending excessive time summarizing deals;
- inconsistent adoption of AI tools;
- unauthorized AI use;
- confidential information being placed into inappropriate tools;
- AI outputs being used without verification;

- inconsistent sales-AI practices across representatives;
- organizations paying for AI tools without achieving measurable productivity;
- sales teams needing to understand responsible AI use;
- and organizations seeking to establish practical AI-enabled selling habits.

WHAT IS AI FOR SALES PRODUCTIVITY?

AI for Sales Productivity refers to the practical use of Artificial Intelligence to help sales professionals perform selected sales activities more efficiently, consistently, and intelligently.

The objective is not simply:

“Use more AI.”

The objective is:

“Use AI where it improves meaningful sales work.”

A useful productivity equation is:

Less Low-Value Administrative Time

•

Better Sales Preparation

•

Faster Relevant Communication

•

Better Information Organization

•

More Consistent Follow-Through

=

More Capacity for High-Value Selling

AI PRODUCTIVITY VERSUS AI SALES AUTOMATION

These concepts overlap but are not identical.

AI Sales Productivity

Focuses on helping the salesperson perform work better or faster.

Examples:

- Research;
- meeting preparation;
- writing;
- summarization;

- planning;
- analysis;
- coaching.

AI Sales Automation

Focuses on reducing the need for manual execution of repetitive activities.

Examples may include:

- Automated CRM updating;
- workflow triggers;
- email sequences;
- data enrichment;
- routing;
- scheduled tasks.

Automation should still operate within appropriate organizational controls.

GENERATIVE AI IN SALES

Generative AI can create or transform:

- Text;
- summaries;
- ideas;
- questions;
- messages;
- proposals;
- analyses;
- plans;
- scripts.

Examples:

“Summarize these approved account notes into a one-page meeting brief.”

“Generate five discovery questions based on these stated customer priorities.”

“Rewrite this follow-up email to make the value proposition clearer and more concise.”

Generative AI should be treated as:

A capable assistant requiring context, direction, review, and judgment.

AI AGENTS IN SALES

AI agents can potentially execute multi-step tasks when appropriate tools, permissions, integrations, and organizational safeguards are available.

Possible workflows may involve:

- Retrieving account information;
- organizing meeting preparation;
- preparing follow-up drafts;
- updating systems;
- monitoring defined signals;
- suggesting next steps.

Agent capabilities vary significantly by platform, configuration, permissions, and integration.

The training therefore emphasizes:

Understand the workflow and controls before delegating work to an AI agent.

AI DOES NOT REPLACE THE FUNDAMENTALS OF SELLING

AI cannot compensate indefinitely for weak:

- Product knowledge;
- customer understanding;
- listening;
- discovery;
- value creation;
- trust;
- relationship management;
- negotiation;
- judgment;
- follow-through.

Technology can accelerate weak selling just as easily as strong selling.

The objective is:

Better salesperson + appropriate AI = stronger productivity

not:

Weak sales process + more AI = guaranteed sales results

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THE MSS S.A.L.E.S.A.I.™ SALES PRODUCTIVITY FRAMEWORK

S — SCAN THE SALES WORKFLOW AND SPOT HIGH-VALUE AI OPPORTUNITIES

Do not begin with:

“What can this AI tool do?”

Begin with:

“Where are our salespeople losing valuable selling time?”

MAP THE SALES WORKFLOW

Possible stages include:

Planning



Prospecting



Research



Outreach



Qualification



Discovery



Solution Development



Presentation / Proposal



Negotiation



Closing



Follow-Up



Account Development



CRM / Pipeline Management

At every stage, ask:

- What takes too much time?
- What is repetitive?

- What requires synthesis?
- What requires personalization?
- What requires human judgment?
- What can AI assist?
- What should not be delegated?

SALES WORK: HIGH VALUE VERSUS LOW VALUE

High-Value Human Selling Activities

Examples:

- Building trust;
- customer discovery;
- negotiation;
- relationship development;
- strategic conversations;
- complex judgment;
- executive influence.

AI-Assisted Activities

Examples:

- Research synthesis;
- meeting preparation;
- first drafts;
- note organization;
- account summaries;
- scenario preparation;
- administrative support.

The objective is to **protect seller time for human work that creates disproportionate value.**

AI USE-CASE PRIORITIZATION

Possible criteria include:

- Time consumed today;
- frequency;
- customer impact;
- potential productivity gain;
- data sensitivity;
- risk;
- ease of implementation;
- verification requirement.

Not every possible AI use case deserves implementation.

A — ANALYZE ACCOUNTS, PROSPECTS, CUSTOMERS, AND OPPORTUNITIES

One of AI's strongest productivity applications is helping salespeople organize and synthesize information.

AI-ASSISTED PROSPECT RESEARCH

AI may help organize information such as:

- Company profile;
- products or services;
- industry;
- publicly available business developments;
- customer priorities;
- possible business challenges;
- stakeholder information;
- market context.

But sellers must distinguish:

Verified Information

Supported by reliable evidence.

From

AI-Generated Hypothesis

A possible interpretation requiring validation.

DO NOT PRESENT AI HYPOTHESES AS CUSTOMER FACTS

AI may suggest:

“This company may be struggling with employee retention.”

Unless supported by evidence, the salesperson should treat it as:

A discovery hypothesis

not:

A confirmed customer problem.

A strong salesperson may therefore ask:
“How are you currently addressing employee retention?”

rather than state:
“I know employee retention is your problem.”

ACCOUNT RESEARCH BRIEF

AI can help create a standardized meeting-preparation brief containing:

- Account overview;
- relevant context;
- known stakeholders;
- existing relationship;
- recent interactions;
- possible priorities;
- unanswered questions;
- meeting objective;
- recommended questions;
- possible risks.

CUSTOMER MEETING PREPARATION

Before a meeting, AI may help answer:

- What do we already know?
- What is missing?
- Which assumptions require validation?
- What should we ask?
- Which value propositions might be relevant?
- What objections might arise?
- What decision do we want from the meeting?

OPPORTUNITY ANALYSIS

AI may help organize:

- Customer need;
- business impact;
- decision criteria;
- stakeholders;
- competition;
- outstanding questions;

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- commitments;
- next steps;
- risks.

The salesperson remains accountable for determining whether the analysis is accurate.

L — LEVERAGE AI FOR RELEVANT AND PERSONALIZED SALES COMMUNICATION

AI can dramatically increase communication volume.

That does not automatically improve sales.

The important question is:

Does AI increase relevance?

AI-ASSISTED PROSPECTING

AI may help:

- Brainstorm prospecting angles;
- tailor outreach according to account context;
- create multiple openings;
- simplify value propositions;
- develop calls to action;
- generate conversation starters.

PERSONALIZATION VERSUS TOKEN PERSONALIZATION

Weak AI personalization:

“Hi Maria, I noticed you're the HR Manager at ABC Corporation...”

This simply inserts known data.

Stronger personalization connects:

Customer Context

•

Relevant Business Issue

•

Credible Value

•

Purposeful Next Step

BETTER SALES EMAILS WITH AI

AI may help evaluate:

- Subject line;
- opening;
- relevance;
- length;
- clarity;
- customer value;
- call to action;
- tone.

A useful AI instruction might ask:

“Evaluate this prospecting email from the perspective of a busy CFO. Identify anything generic, unclear, self-centered, or unnecessarily long, then propose a more relevant version.”

AI SHOULD NOT CREATE FAKE PERSONALIZATION

Do not:

- Invent facts about prospects;
- imply research that never happened;
- fabricate relationships;
- create false testimonials;
- pretend AI-generated insight came directly from the customer.

Trust remains a sales asset.

SALES MESSAGE QUALITY CHECK

Before sending AI-assisted communication, ask:

1. Is it accurate?
2. Is it relevant?
3. Does it sound human?
4. Does it reflect our brand?
5. Does it provide value?
6. Is the call to action appropriate?
7. Would I confidently say this directly to the customer?

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E — ENHANCE SALES CONVERSATIONS, PROPOSALS, OBJECTION HANDLING, AND FOLLOW-THROUGH

AI becomes especially useful when it helps sellers **prepare better for human conversations**.

DISCOVERY QUESTION DEVELOPMENT

AI may help create questions around:

- Current state;
- desired state;
- problems;
- impact;
- stakeholders;
- priorities;
- timeline;
- decision process;
- budget;
- risk;
- success criteria.

The salesperson should still choose the questions most appropriate to the conversation.

AI-ASSISTED SALES ROLE PLAY

Participants may ask AI to simulate:

- Skeptical prospect;
- procurement officer;
- demanding client;
- price-sensitive buyer;
- CFO;
- HR leader;
- technical buyer;
- competitor-loyal prospect.

The seller can practice:

- Discovery;
- objection handling;
- value articulation;
- negotiation;
- closing.

OBJECTION-HANDLING PREPARATION

AI can help generate possible objections involving:

- Price;
- urgency;
- current supplier;
- internal resources;
- timing;
- risk;
- authority;
- budget.

The seller can then prepare:

Acknowledge → Clarify → Respond → Confirm

rather than improvising completely during the meeting.

AI-ASSISTED PROPOSAL DEVELOPMENT

AI may help with:

- Proposal structure;
- executive summaries;
- customer-problem articulation;
- benefit statements;
- scope clarity;
- FAQ development;
- proposal proofreading;
- presentation flow.

AI should not fabricate:

- Pricing;
- client commitments;
- case-study results;
- legal terms;
- technical specifications;
- testimonials.

SALES PRESENTATIONS

AI may help:

- Structure slides;
- simplify messages;
- develop storylines;
- identify missing customer context;
- turn technical information into executive language;
- prepare likely questions.

MEETING SUMMARIZATION

Where permitted, AI may help convert notes into:

- Discussion summary;
- customer priorities;
- objections;
- commitments;
- actions;
- owners;
- deadlines;
- follow-up items.

The salesperson should verify the summary before placing it in the CRM or sending it to the customer.

AI-ASSISTED FOLLOW-UP

Good follow-up should answer:

- What did we discuss?
- What matters to the customer?
- What did we agree?
- What happens next?
- Who owns the next step?
- By when?

AI can help produce the first draft quickly.

The salesperson ensures it is correct.

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S — SYSTEMATIZE CRM, PIPELINE, FORECASTING, AND ADMINISTRATIVE WORK

Salespeople frequently lose time to work surrounding the actual customer interaction.

AI can help reduce this friction.

CRM PRODUCTIVITY

Depending on approved systems and integrations, AI may assist with:

- Drafting CRM notes;
- summarizing interactions;
- identifying missing fields;
- structuring opportunity updates;
- generating next-step summaries;
- organizing account information.

AI should not silently change important customer information without appropriate review and authorization.

PIPELINE REVIEW

AI may help salespeople and managers identify:

- Opportunities without recent activity;
- deals without a clear next step;
- missing stakeholders;
- incomplete qualification;
- aging opportunities;
- repeated delays;
- inconsistent notes;
- risks requiring management attention.

STALLED OPPORTUNITY ANALYSIS

A useful prompt may ask:

“Based only on these verified opportunity notes, identify unanswered questions, missing decision information, potential deal risks, and the next three actions the salesperson should consider.”

Notice:

Consider

not:

Automatically execute.

SALES FORECAST SUPPORT

AI may help organize:

- Opportunity stage;
- recent activity;
- buyer engagement;
- next steps;
- risks;
- assumptions;
- expected timing.

AI-generated forecasting should be treated as **decision support**, not guaranteed prediction.

ADMINISTRATIVE PRODUCTIVITY

AI may assist with:

- Meeting agendas;
- recap notes;
- internal updates;
- sales reports;
- account briefs;
- task lists;
- proposal outlines;
- call preparation;
- manager summaries.

Reducing administrative friction can create more capacity for customer-facing work.

A — APPLY HUMAN JUDGMENT, PRIVACY, GOVERNANCE, AND RESPONSIBLE AI

Sales AI adoption without governance can create significant organizational risk.

THE HUMAN-IN-THE-LOOP PRINCIPLE

AI may:

- Suggest;
- draft;
- summarize;
- organize;
- analyze;
- recommend.

The salesperson remains accountable for:

- Accuracy;
- judgment;
- customer communication;
- commitments;
- pricing;
- promises;
- ethical behavior;
- decisions.

VERIFY BEFORE USING

AI can generate incorrect information.

Before using important information:

- Verify facts;
- check calculations;
- validate names and titles;
- check customer details;
- review quotations;
- confirm policies;
- check references;
- review pricing.

Never tell a customer:

“The AI said so.”

The salesperson owns the message.

SALES DATA AND AI

Before entering information into an AI system, ask:

- Is this AI tool approved?
- Is the information confidential?
- Does it contain personal data?
- Does it include customer-sensitive information?
- Does it contain pricing?
- Does it reveal strategy?
- Does it include contractual information?
- Does company policy allow this information to be used here?

INFORMATION THAT MAY REQUIRE SPECIAL PROTECTION

Examples may include:

- Customer personal data;
- unpublished financial information;
- pricing models;
- discount structures;
- contracts;
- customer databases;
- account passwords;
- confidential proposals;
- internal strategy;
- commercially sensitive information.

Organizational policy should govern what may be entered into approved AI environments.

RESPONSIBLE AI SALES COMMUNICATION

Avoid using AI for deceptive behavior such as:

- Fake testimonials;
- fabricated references;
- impersonation;
- invented customer relationships;
- false urgency;
- fake customer research;

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- falsified claims;
- manipulated evidence.

AI should strengthen professional selling—not weaken trust.

THE FINAL HUMAN CHECK

Before customer-facing use:

A — Accuracy

Is it factually correct?

R — Relevance

Is it relevant to this customer?

T — Tone

Does it sound professional and appropriate?

H — Human Judgment

Would I personally stand behind it?

Think:

AI creates leverage. Humans retain accountability.

I — IMPROVE PRODUCTIVITY, SALES EXECUTION, AND RESULTS THROUGH MEASUREMENT AND ITERATION

AI adoption should be evaluated according to outcomes.

The objective is not:

“Our salespeople generated 5,000 AI prompts.”

The objective is:

“Did AI help our salespeople perform meaningful sales work better?”

AI SALES PRODUCTIVITY MEASURES

Possible measures include:

- Prospect research time;
- meeting-preparation time;

- proposal turnaround time;
- follow-up turnaround time;
- CRM update time;
- administrative hours;
- selling-time percentage;
- customer-facing time;
- prospecting volume;
- personalized outreach rate;
- CRM completeness;
- next-step documentation;
- opportunities with defined next action;
- lead-to-meeting conversion;
- opportunity progression;
- win rate;
- sales cycle length;
- revenue per salesperson.

Not every metric should automatically be attributed to AI.

TIME SAVED VERSUS VALUE CREATED

Suppose AI saves:

5 hours per salesperson per week.

The next question is:

What happened to those five hours?

If the time is redirected toward:

- Prospecting;
- customer meetings;
- account development;
- follow-ups;
- closing;

the productivity gain can become commercially meaningful.

Time saved without intentional redeployment may not create revenue impact.

AI WORKFLOW STANDARDIZATION

Once a useful workflow proves effective, the sales team may standardize:

- Inputs;
- AI instruction;
- output format;
- verification;
- human review;
- final action;
- measurement.

This converts random AI use into repeatable sales capability.

CONTINUOUS IMPROVEMENT

AI capability changes rapidly.

Sales teams should periodically review:

- Which workflows are useful?
- Which save time?
- Which produce poor outputs?
- Which require excessive correction?
- Which create risk?
- Which should be automated?
- Which should remain human-led?

The AI sales productivity system should evolve as:

- Technology changes;
- customer expectations change;
- company policies change;
- sales workflows improve.

ONE-DAY AI FOR SALES PRODUCTIVITY TRAINING OUTLINE

Time	Modules and Essential Topics	Major Activity and Participant Output
8:00 AM–10:00 AM	MODULE 1: WORK SMARTER WITH AI—SALES PRODUCTIVITY, USE CASES, WORKFLOW MAPPING, AND RESPONSIBLE USE 1. AI in the Modern Sales Environment • Generative AI • AI assistance • automation • agents • where AI creates value 2. Introducing the MSS S.A.L.E.S.A.I.™ Framework • Scan, Analyze, Leverage, Enhance, Systematize, Apply, Improve 3. Sales Workflow Mapping • Prospecting → preparation → discovery → proposal → follow-up → pipeline → account development 4. High-Value versus Low-Value Sales Work • What AI should assist • what should remain human-led 5. Responsible AI Foundations • Accuracy • hallucinations • confidential data • approved tools • human accountability	Major Activity: AI Sales Productivity Opportunity Hunt — Participants map a typical sales week, identify repetitive and administrative activities, estimate where seller time is being consumed, evaluate possible AI applications, and prioritize the safest and highest-value use cases. Major Output: AI Sales Productivity Opportunity Map and Personal AI Use-Case Prioritization Matrix
10:00 AM–10:15 AM	MORNING BREAK	
10:15 AM–12:00 NN	MODULE 2: KNOW MORE AND REACH BETTER—AI FOR PROSPECT RESEARCH, MEETING PREP, PERSONALIZATION, AND OUTREACH	Major Activity: From Cold Prospect to Prepared Conversation — Participants receive a realistic prospect case and use AI to create an account brief, identify

	1. AI-Assisted Prospect and Account Research - Organizing public information - verified fact versus hypothesis 2. Customer and Opportunity Preparation - Meeting briefs - stakeholder context - information gaps 3. AI for Prospecting and Personalization - Relevance versus generic automation - customer-centered value messages 4. AI-Assisted Sales Writing - Emails - messages - call-opening ideas - calls to action 5. Human Quality Control - Accuracy - relevance - tone - authenticity	discovery hypotheses, prepare questions, develop personalized outreach, and critique the output for accuracy and relevance. Major Output: AI-Assisted Prospect Research Brief, Meeting Preparation Guide, and Personalized Outreach Sequence
12:00 NN–1:00 PM	LUNCH BREAK	
1:00 PM–3:00 PM	MODULE 3: SELL BETTER WITH AI—DISCOVERY, OBJECTIONS, PROPOSALS, FOLLOW-UP, AND SALES CONVERSATIONS 1. AI for Discovery Preparation - Generating and prioritizing customer questions 2. AI-Assisted Sales Role Play - Practicing customer personas - improving sales responses 3. Objection-Handling Preparation - Price	Major Activity: AI Sales Conversation and Deal Advancement Lab — Participants prepare for and simulate a customer conversation, use AI to strengthen discovery questions and objection handling, convert meeting notes into usable insights, and create a personalized follow-up or proposal outline. Major Output: AI-Assisted Discovery Guide, Objection Response Playbook, and Customer Follow-Up/Proposal Draft



	• timing • competition • internal resources • risk 4. AI-Assisted Proposals and Presentations • Structure • value articulation • executive summaries • customer relevance 5. Meeting Summaries and Follow-Ups • Key insights • commitments • next steps • customer communication	
3:00 PM–3:15 PM	AFTERNOON BREAK	
3:15 PM–5:00 PM	MODULE 4: SCALE PRODUCTIVITY WITH CONTROL—CRM, PIPELINE, AI WORKFLOWS, GOVERNANCE, AND SALES METRICS 1. AI for CRM Productivity • Notes • summaries • next actions • data completeness 2. AI for Pipeline and Opportunity Reviews • Deal risks • gaps • stalled opportunities • next-best actions 3. AI-Assisted Forecasting and Sales Management • Evidence • assumptions • manager summaries • coaching	Major Activity: S.A.L.E.S.A.I.™ Productivity Challenge — Participants redesign one recurring sales workflow using AI, define permitted inputs, AI tasks, human validation, final outputs, performance measures, and risk controls, then present how it will improve selling time or execution. Major Output: AI-Assisted Sales Workflow Blueprint and 30-Day S.A.L.E.S.A.I.™ Sales Productivity Action Plan



	4. Repeatable AI Workflows and Agents - Inputs → AI task → verification → human approval → system/action - appropriate guardrails 5. Measuring AI Sales Productivity - Time savings - selling time - execution quality - conversion - sales outcomes 30-day application	
5:00 PM	PROGRAM CLOSING	Learning synthesis, individual AI-use commitments, evaluation, and recommended next steps

MAJOR PARTICIPANT OUTPUTS

Participants are expected to complete:

- AI Sales Productivity Opportunity Map and Personal AI Use-Case Prioritization Matrix**
- AI-Assisted Prospect Research Brief, Meeting Preparation Guide, and Personalized Outreach Sequence**
- AI-Assisted Discovery Guide, Objection Response Playbook, and Customer Follow-Up/Proposal Draft**
- AI-Assisted Sales Workflow Blueprint and 30-Day S.A.L.E.S.A.I.™ Sales Productivity Action Plan**

SAMPLE AI FOR SALES PRODUCTIVITY SITUATIONS

Training activities may be customized around situations such as:

- Sales representative researching a new prospect;
- Business Development Officer preparing cold outreach;
- Account Manager preparing for a quarterly business review;
- Key Account Manager researching a client's strategic priorities;
- salesperson preparing for a first discovery meeting;
- sales representative needing better discovery questions;
- prospect not responding after initial outreach;
- account with multiple stakeholders;
- salesperson preparing for a CFO meeting;
- customer raising a price objection;

- prospect saying “We’re already happy with our supplier”;
- customer saying “Send me a proposal” before sufficient discovery;
- salesperson preparing a proposal under time pressure;
- seller needing to simplify a technical value proposition;
- salesperson preparing presentation talking points;
- representative needing to follow up after a complex meeting;
- opportunity with unclear next steps;
- opportunity stalled for several weeks;
- CRM records containing incomplete notes;
- Sales Manager preparing pipeline review;
- salesperson managing too many opportunities;
- Sales Manager needing an executive forecast summary;
- representative needing coaching on an upcoming negotiation;
- sales team wanting to reduce manual CRM administration;
- organization wanting to standardize AI use across sellers;
- seller accidentally considering confidential customer information for an unapproved AI tool;
- AI producing inaccurate prospect information;
- AI creating generic prospecting emails;
- AI creating a proposal claim unsupported by company evidence;
- team considering an AI agent to perform a multi-step sales workflow.

SAMPLE AI-ASSISTED SALES WORKFLOW

Traditional Process

Research Account

30 minutes



Prepare Meeting Notes

20 minutes



Draft Questions

15 minutes



Write Follow-Up

20 minutes



Update CRM

15 minutes

Total: 100 minutes

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An AI-assisted workflow might help reduce some of the research, preparation, drafting, summarization, and administrative time.

The objective is not necessarily to eliminate all 100 minutes.

The objective is to:

Reduce unnecessary manual work while preserving—or improving—sales quality.

SAMPLE AI SALES PROMPT LOGIC

Effective AI instructions often benefit from clear information about:

Role

What perspective should the AI take?

Context

What does it need to understand?

Objective

What should it accomplish?

Inputs

What verified information is available?

Constraints

What must it avoid?

Output

What format is required?

Quality Check

What should be validated?

Where appropriate, this training may also integrate MSS Corporation's proprietary **P.R.O.M.P.T.™ AI Prompting methodology** as a supporting discipline for developing more effective sales-related AI instructions.

TRAINING METHODS

This **Training on Using AI in Sales in the Philippines** follows MSS Corporation's **EnterTRAINment** methodology:

- Approximately **30% concise facilitator input, demonstrations, facilitated discussion, and synthesis**
- Approximately **70% hands-on AI use, sales cases, account research, prompt experimentation, output critique, customer preparation, sales-writing exercises, role plays, proposal development, pipeline analysis, workflow design, and workplace application**

Methods may include:

- AI sales readiness self-assessment;
- sales-workflow mapping;
- productivity bottleneck analysis;
- AI use-case prioritization;
- live AI demonstrations;
- prompt-development exercises;
- AI-output critique;
- hallucination-identification challenge;
- prospect-research exercise;
- account-brief development;
- personalized-outreach challenge;
- discovery-question generation;
- AI sales role play;
- objection-handling simulation;
- value-proposition improvement;
- proposal-development exercise;
- meeting-summary challenge;
- follow-up writing;
- CRM note improvement;
- opportunity-risk analysis;
- pipeline-review simulation;
- AI-agent workflow discussion;
- privacy and responsible-use scenarios;
- productivity-measure design;
- individual action planning.

TARGET PARTICIPANTS

This **Artificial Intelligence for Sales Productivity Training in the Philippines** is recommended for:

- Sales Representatives;
- Account Executives;
- Business Development Executives;
- Business Development Officers;
- Sales Consultants;
- Sales Specialists;
- Inside Sales Representatives;
- Outside Sales Representatives;
- B2B Sales Professionals;
- SDRs;
- BDRs;
- Key Account Managers;
- Strategic Account Managers;
- Relationship Managers;
- Territory Managers;
- Channel Sales personnel;
- Dealer and Distributor Sales personnel;
- Sales Engineers;
- Pre-Sales personnel;
- Sales Managers;
- Sales Supervisors;
- Sales Directors;
- Business Development Managers;
- Sales Operations professionals;
- Revenue Operations professionals;
- Sales Enablement professionals;
- entrepreneurs;
- business owners; and
- professionals responsible for prospecting, developing customers, managing opportunities, advancing deals, maintaining accounts, or generating revenue.

RECOMMENDED NUMBER OF PARTICIPANTS

Approximately **12 to 20 participants** is recommended for intensive hands-on practice, facilitator coaching, output review, and sales-workflow development.

Groups of approximately 25 participants may be accommodated through:

- Sales teams;

- breakout exercises;
- prospect-case groups;
- AI prompt laboratories;
- workflow-design teams;
- peer review.

Participants should ideally have access to an **organization-approved AI tool** during hands-on exercises.

PARTICIPANT TECHNOLOGY REQUIREMENTS

Depending on program design, participants may be asked to bring:

- Laptop;
- internet access;
- approved AI account;
- approved CRM access where relevant;
- sample anonymized sales information;
- product or service information;
- prospect/customer scenarios.

Organizations should avoid providing confidential customer information unless the selected AI environment and training arrangement are approved for such use.

DELIVERY OPTIONS

The program may be delivered through:

- Face-to-face in-house training;
- live virtual instructor-led training;
- hybrid training;
- sales academy;
- sales kickoff;
- Sales Productivity initiative;
- AI adoption program;
- digital sales transformation;
- Sales Enablement initiative;
- Business Development program;
- Sales Leadership program;
- AI workplace productivity series;
- customized training-and-consultancy engagement.

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AVAILABLE PROGRAM FORMATS

Half-Day AI for Sales Productivity Essentials

Exactly two modules:

Module 1 — AI for Sales Research, Preparation, and Outreach

Module 2 — AI for Sales Conversations, Follow-Up, and Productivity

Recommended for teams requiring a high-level practical introduction.

One-Day AI for Sales Productivity Training

Recommended for the complete **MSS S.A.L.E.S.A.I.™ Sales Productivity Framework:**

Scan → Analyze → Leverage → Enhance → Systematize → Apply → Improve

Two-Day Intensive AI for Sales Productivity Workshop

Recommended when the organization requires deeper hands-on application involving:

- AI prompting;
- account research;
- multiple prospecting workflows;
- personalized messaging;
- sales role plays;
- account planning;
- proposal development;
- CRM workflows;
- pipeline reviews;
- AI agents;
- governance;
- team workflow standardization.

AI-Powered Sales Productivity Series

May include:

1. AI Fundamentals for Sales
2. AI Prompting for Sales
3. AI for Prospect Research
4. AI for Prospecting
5. AI for Personalized Sales Communication

6. AI for Discovery and Qualification
7. AI for Objection Handling
8. AI for Proposals and Presentations
9. AI for Account Management
10. AI for CRM and Pipeline Productivity
11. AI for Sales Coaching
12. Responsible AI in Sales

CUSTOMIZATION OPTIONS

This **Artificial Intelligence in Sales Training in the Philippines** may be customized using the client's:

- Sales process;
- sales methodology;
- Ideal Customer Profile;
- buyer personas;
- sales playbook;
- prospecting process;
- CRM;
- sales pipeline;
- opportunity stages;
- products and services;
- value propositions;
- objection library;
- proposal templates;
- account plans;
- forecast process;
- sales KPIs;
- approved AI tools;
- AI policy;
- data classification rules;
- customer-data requirements;
- actual anonymized sales situations.

POSSIBLE POST-TRAINING PERFORMANCE INDICATORS

Organizations may evaluate AI-sales productivity through measures such as:

- Average prospect-research time;
- meeting-preparation time;
- follow-up turnaround time;
- proposal-development time;
- CRM administration time;

- percentage of salesperson time spent selling;
- customer-facing hours;
- personalized outreach rate;
- prospect response rate;
- meeting-booking rate;
- CRM completeness;
- CRM update timeliness;
- percentage of opportunities with defined next steps;
- opportunities advanced;
- repeatable AI-workflow adoption;
- approved AI usage rate;
- AI-output verification compliance;
- lead-to-opportunity conversion;
- sales-cycle time;
- win rate;
- revenue per salesperson.

AI usage itself should not become the primary success measure.

The key question is:

“Did AI help sellers perform meaningful sales work faster, better, or more consistently?”

PROFESSIONAL, DATA, AND RESPONSIBLE-AI BOUNDARIES

This program teaches practical AI application.

It does not authorize participants to:

- Upload confidential information;
- use unapproved AI platforms;
- expose personal customer data;
- automate customer communication without authorization;
- fabricate information;
- generate deceptive customer content;
- bypass CRM controls;
- override pricing authority;
- make unauthorized commercial commitments;
- use AI-generated legal terms without review;
- treat AI-generated forecasts as guaranteed outcomes.

Participants must follow:

- Organizational AI policy;
- data privacy requirements;
- information-security rules;

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- confidentiality obligations;
- CRM governance;
- sales approval authority;
- relevant laws and regulations.

AI should augment **professional sales judgment**, not replace it.

FREQUENTLY ASKED QUESTIONS

What is AI for Sales Productivity Training in the Philippines?

AI for Sales Productivity Training in the Philippines teaches sales professionals how to use Artificial Intelligence to improve prospect research, meeting preparation, customer outreach, sales conversations, proposals, follow-ups, CRM work, pipeline management, and overall sales productivity.

What is Training on AI for Sales Productivity in the Philippines?

Training on AI for Sales Productivity in the Philippines equips sellers to identify high-value AI use cases, use AI effectively and responsibly, verify outputs, create repeatable workflows, and spend more time on customer-facing and revenue-generating work.

What is AI in Sales Training in the Philippines?

AI in Sales Training in the Philippines develops practical capability to integrate Artificial Intelligence into different stages of the selling process, from prospect research and outreach through customer meetings, proposals, follow-up, CRM, and pipeline management.

What is Training on AI in Sales in the Philippines?

Training on AI in Sales in the Philippines helps salespeople use AI to research, prepare, communicate, analyze, organize, and execute sales activities more productively while maintaining human judgment.

What is Using AI in Sales Training in the Philippines?

Using AI in Sales Training in the Philippines focuses on hands-on application of AI tools to real sales activities rather than merely explaining Artificial Intelligence concepts.

What is Training on Using AI in Sales in the Philippines?

Training on Using AI in Sales in the Philippines teaches practical AI-assisted sales workflows covering prospecting, preparation, discovery, communication, proposals, follow-up, CRM, pipeline analysis, and productivity.

What is Artificial Intelligence for Sales Productivity Training in the Philippines?

Artificial Intelligence for Sales Productivity Training in the Philippines develops the skills required to use AI to reduce low-value work and improve the speed, consistency, preparation, and execution of sales activities.

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What is Training on Artificial Intelligence for Sales Productivity in the Philippines?

Training on Artificial Intelligence for Sales Productivity in the Philippines enables sales teams to redesign selected workflows around appropriate AI assistance while protecting accuracy, customer relevance, privacy, and accountability.

What is Artificial Intelligence in Sales Training in the Philippines?

Artificial Intelligence in Sales Training in the Philippines teaches sales professionals how AI can support human selling across multiple stages of the customer acquisition and account-development process.

What is Training on Artificial Intelligence in Sales in the Philippines?

Training on Artificial Intelligence in Sales in the Philippines equips participants to integrate AI into sales work without allowing technology to replace the essential human capabilities of listening, trust-building, customer discovery, judgment, and relationship management.

What is Using Artificial Intelligence in Sales Training in the Philippines?

Using Artificial Intelligence in Sales Training in the Philippines is an application-focused program where participants practice using AI to perform real sales tasks more efficiently.

What is Training on Using Artificial Intelligence in Sales in the Philippines?

Training on Using Artificial Intelligence in Sales in the Philippines develops practical capability in AI-assisted research, personalization, customer preparation, sales communication, deal support, CRM productivity, and pipeline management.

Does this program teach ChatGPT?

The program may use ChatGPT or another organization-approved generative AI platform for demonstrations and hands-on exercises.

However, the core program is **vendor-neutral** so participants learn transferable AI-sales principles and workflows rather than dependence on one product.

Does it cover AI prompting?

Yes.

Participants learn how context, objectives, constraints, inputs, output requirements, and verification influence AI quality.

Where appropriate, MSS Corporation's proprietary **P.R.O.M.P.T.™ methodology** may be integrated.

Does it cover AI for prospecting?

Yes.

Participants practice research, prospecting angles, personalization, outreach, and meeting preparation.

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Does it cover AI for sales emails?

Yes.

Participants use AI to improve relevance, clarity, brevity, value articulation, personalization, and calls to action.

Does it cover cold calling?

AI may support cold-call preparation through:

- Account research;
- opening approaches;
- discovery questions;
- objection preparation.

The actual human call remains a sales conversation.

Does it cover AI for discovery?

Yes.

Participants learn to use AI to prepare questions and identify information gaps before customer meetings.

Does it cover objection handling?

Yes.

AI can be used to generate possible objections, practice responses, and simulate customer situations.

Does it cover proposals?

Yes.

Participants learn where AI may assist with structure, executive summaries, value articulation, drafting, and proofreading while maintaining human review.

Does it cover AI for CRM?

Yes.

The program covers possible AI assistance for CRM notes, summaries, next actions, opportunity information, and administrative productivity depending on the client's approved systems.

Does it cover pipeline management?

Yes.

Participants learn how AI may assist in identifying missing information, stalled opportunities, deal risks, and next-step gaps.

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Does it cover sales forecasting?

The program may cover AI-assisted forecast preparation and risk identification.

AI-generated predictions should not be treated as guaranteed outcomes.

Does it cover AI agents?

Yes, at an appropriate business-user level.

Participants learn the difference between using AI interactively and allowing approved AI systems to execute multi-step workflows.

Does the training address data privacy?

Yes.

Responsible handling of customer, personal, confidential, and commercially sensitive information is a core component.

Can participants use customer data?

Only if the organization has specifically approved the tool, environment, information, and use case. Training cases can instead use anonymized or fictional data.

Will AI replace salespeople?

The program is based on the opposite operating principle:

Use AI to reduce low-value work so salespeople can spend more time on high-value human selling.

Relationship building, empathy, customer discovery, judgment, negotiation, trust, and accountability remain fundamentally human responsibilities.

Is this suitable for B2B sales?

Yes.

The program is particularly relevant to B2B selling involving account research, customer meetings, multiple stakeholders, proposals, opportunity management, and longer sales cycles.

Is it suitable for B2C sales?

Yes.

Exercises can be adapted to shorter-cycle consumer selling, high-volume sales, telesales, retail, or inside sales environments.

Is it appropriate for Sales Managers?

Yes.

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Sales leaders can use AI for:

- Pipeline reviews;
- coaching preparation;
- opportunity analysis;
- forecast narratives;
- sales productivity analysis;
- playbook development.

Can we use our actual sales process?

Yes.

This is strongly recommended for customized in-house delivery.

Can this be delivered virtually?

Yes.

The program is well suited to live virtual delivery because most hands-on activities already involve digital AI tools.

Is one day enough?

One day provides a strong practical foundation using the complete **MSS S.A.L.E.S.A.I.™ Sales Productivity Framework**.

Organizations seeking deeper AI integration, workflow automation, CRM integration, or team-wide AI standardization may benefit from a two-day workshop or broader AI Sales Productivity engagement.

RELATED MSS CORPORATION TRAINING PROGRAMS

Organizations considering this program may also explore:

- AI Prompting Training;
- AI for Workplace Productivity Training;
- Basic Sales Training;
- Professional Selling Skills Training;
- Consultative Selling Training;
- Solution Selling Training;
- Sales Prospecting and Lead Generation Training;
- B2B Sales Training;
- Strategic Account Management Training;
- Key Account Management Training;
- Telesales Training;
- Sales Communication Training;
- Sales Negotiation Training;
- Objection Handling and Closing Training;

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- Sales Presentation Training;
- Sales Management Training;
- Sales Coaching Training;
- CRM and Sales Pipeline Management Training;
- Business Development Training; and
- Digital Selling Training.

WHY CHOOSE MSS CORPORATION FOR AI FOR SALES PRODUCTIVITY TRAINING IN THE PHILIPPINES?

AI Is Connected Directly to the Sales Workflow

The program does not teach Artificial Intelligence as an isolated technology topic.

It applies AI to:

Research → Preparation → Outreach → Conversation → Proposal → Follow-Up → CRM → Pipeline → Results

Proprietary MSS S.A.L.E.S.A.I.™ Framework

Participants receive a practical end-to-end methodology:

Scan → Analyze → Leverage → Enhance → Systematize → Apply → Improve

Sales Productivity Before Technology Hype

The program begins with:

“Where are sellers losing valuable time?”

rather than:

“What cool things can AI do?”

Strong Human-Seller Philosophy

AI supports the salesperson.

It does not replace:

- Listening;
- empathy;
- customer understanding;
- judgment;
- trust;
- negotiation;
- accountability.

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Practical Hands-On Exercises

Participants actually use AI for realistic sales situations rather than merely watching demonstrations.

Customer Relevance Before Content Volume

The program discourages indiscriminate AI-generated mass outreach.

It emphasizes relevant, researched, customer-centered sales communication.

Responsible AI Use

Participants learn to verify AI outputs, protect sensitive information, use approved tools, and maintain accountability.

AI Across the Full Sales Cycle

The program covers:

- Prospecting;
- discovery;
- objections;
- proposals;
- follow-up;
- account management;
- CRM;
- pipeline;
- forecasting;
- coaching.

Productivity Measurement

Participants identify whether AI actually saves time or improves execution.

Compatible With Existing Sales Technology

The program can be customized around the client's:

- CRM;
- AI platform;
- Sales Enablement tools;
- workflows;
- policies.

EnterTRAINment Methodology

Participants:

Research → Prompt → Analyze → Personalize → Practice → Verify → Apply → Improve

rather than merely listen to Artificial Intelligence concepts.

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CALL TO ACTION

Don't Let Your Salespeople Spend Their Best Hours Doing Work AI Can Help Them Do Faster.

Equip your sales team to use Artificial Intelligence to research smarter, prepare faster, personalize more effectively, strengthen customer conversations, accelerate follow-ups, improve proposals, reduce administrative work, organize CRM information, manage opportunities more effectively, and reclaim valuable time for actual selling.

Partner with MSS Corporation for a customized:

- **AI for Sales Productivity Training in the Philippines**
- **Training on AI for Sales Productivity in the Philippines**
- **AI in Sales Training in the Philippines**
- **Training on AI in Sales in the Philippines**
- **Using AI in Sales Training in the Philippines**
- **Training on Using AI in Sales in the Philippines**
- **Artificial Intelligence for Sales Productivity Training in the Philippines**
- **Training on Artificial Intelligence for Sales Productivity in the Philippines**
- **Artificial Intelligence in Sales Training in the Philippines**
- **Training on Artificial Intelligence in Sales in the Philippines**
- **Using Artificial Intelligence in Sales Training in the Philippines**
- **Training on Using Artificial Intelligence in Sales in the Philippines**

designed around your organization's sales process, sales team, CRM, approved AI tools, customer segments, sales challenges, productivity goals, and responsible-AI requirements.

S.A.L.E.S.A.I.™ — LET AI HANDLE MORE OF THE WORK AROUND SELLING SO YOUR PEOPLE CAN FOCUS ON SELLING.

Research smarter. Prepare faster. Personalize better. Follow through consistently. Sell more intelligently.

With MSS, We Make Strong Success.