

PCR Sales Recertification



PCR Sales - Recertification (Bundle # NRBSA0004)	TYPE	DURATION	FEE
ASE1600.02E - MOTOTRBO Sales Enablement	OLT	2 Hrs	No
EDMSL2200.01E - How to Position MOTOTRBO	OLT	1 Hr	No
DSL2300 - Professional Sales Academy	ILT	24 Hrs	Yes
DSE1300 - Sales Activity Planning	OLT	1 Hr	No
DSE1302 - Discovering Customer Value	OLT	1 Hr	No
DSE1303 - Breaking Down Barriers	OLT	1 Hr	No
DLR550-E - MCC 5500 Sales Overview	OLT	1 Hr	No
SLS1023 – Strengthen Customer Relationships Through Negotiations	ILT	8 Hrs	Yes
DLR606 - Presenting for Results	ILT	8 Hrs	Yes
MSL0303 - Getting in the Door Effective Sales Approaches	ILT	4 Hrs	Yes
MSL0304 - Handling Customer Resistance	ILT	8 Hrs	Yes
MSL0305 - Probing to Uncover Customer Needs	ILT	4 Hrs	Yes
MSL0306 - Results Focused Sales Prospecting	ILT	4 Hrs	Yes
DLR862 - Motorola Two-Way Accessories and Energy	OLT	1.5 Hrs	No

Channel Partners Enroll in courses via the Motorola Solutions [Learning Management System](#)

Employees Enroll in courses via the Motorola Solutions [Learning Management System](#)

If you don't have a LMS User ID Call the PIC 888-879-4167
Email the [Partner Interaction Center](#)

For additional help Call the Learning Help Desk 855-619-9174
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