

## Seating – An Overview

This course includes a broad introduction to the category of Seating in the Office Furniture Industry. This module will improve the salesperson's overall knowledge of the category and increase their level of confidence when selling seating. Strong emphasis will be placed on qualifying, positioning/recommending (all categories) and 'how to' demonstrate a task chair.

*Upon completion of this training the salesperson will know:*

- The Seating Categories – Task, Guest, Soft, Training, Lunchroom, Boardroom, Executive, Healthcare, Education, Hospitality
- The Components of Task Seating – Casters, Base, Mechanism, Foam, Fabric, Arms
- The Basics of Ergonomics
- The Qualification Tool for Seating
- The 'Right Way' to Demonstrate a Task Chair
- The INDEAL Seating Manufacturers/Partners



This is a short training session lasting approximately 1.5 hours.



The ideal candidate for this course is a salesperson who is new to the office furniture industry.



Send your request to participate in this workshop to [learning@indeal.org](mailto:learning@indeal.org).