

OPEN COURSE CALENDAR 2024

| Tack TMI Course | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | Days | Price |
|--|---------|---------|---------|---------|---------|---------|---------|---------|------------------|------------------|---------|---------|------|---------------|
| SALES EFFECTIVENESS SOLUTIONS | | | | | | | | | | | | | | |
| PRO-PAYBACK Selling@ | | 20-21 L | | 15-16 C | | 17-18 M | 16-17 L | 13-14 C | 03-04 L | 29-30 E | 14-15 C | 03-04 L | 2 | £1475 - £1725 |
| Sales Essentials | | | | | | | | | 11 C | 29 L | | | 1 | £625 - £875 |
| Social Selling | | | | | 07 L | | | | | 07 C | | | 1 | £575 - £825 |
| Consultative Selling | 17-18 L | | | | | | 15-16 C | | 17-18 L | | 07-08 V | | 2 | £1375 - £1625 |
| Key Account Management | | | | 23-24 L | | 11-12 V | | | | 16-17 C | 12-13 E | 10-11 L | 2 | £1275 - £1525 |
| Value Driven Negotiation | | | 19-20 C | | 15-16 V | | | 08-09 C | | | 19-20 L | | 2 | £1175 - £1425 |
| Selling Through Distributors | | | | 09-10 L | | | | | 10-11 L | | | 11-12 C | 2 | £1175 - £1425 |
| Professional Telephone Selling | | | | | | | | 20-21 L | | | | | 2 | £1075 - £1325 |
| Finance for Salespeople | | | | | | | | | | 22 M | | | 1 | £575 - £825 |
| Appointment Making | | | | | | | | | | 15 L | | | 1 | £475 - £725 |
| SALES LEADERSHIP AND MANAGEMENT | | | | | | | | | | | | | | |
| Sales Management | | 12-14 C | | 16-18 L | | 03-05 E | | | | 08-10 C | | | 3 | £1775 - £2025 |
| Sales Management Part 2 | | | 11-13 C | | | 11-13 L | | | | 01-03 E | | 03-05 C | 3 | £1775 - £2025 |
| LEADERSHIP AND MANAGEMENT | | | | | | | | | | | | | | |
| Management Essentials | | 01-02 C | | | | | | | 23-24 C | | 28-29 C | | 2 | £1475 - £1725 |
| Management Essentials Part 2 | | | 19-20 C | | | | | | | 31 C | 01 C | | 2 | £1075 - £1325 |
| Authentic Leadership (2 Part Course) | | | | | | | | | 10-11 L (Part 1) | 14-15 L (Part 2) | | | 2+2 | £2775 - £3025 |
| PERSONAL DEVELOPMENT | | | | | | | | | | | | | | |
| Time Management | | | | | 29 V | | | | | | 19 V | | 1 | £575 - £825 |
| Influencing and Communication | | | | | | 11-12 C | | | 02-03 E | | 25-26 L | | 2 | £1075 - £1325 |
| Finance for Non-Finance People | | | | 03 V | | | | | | 24-25 C | | | 2 | £975 - £1225 |
| Presentation Skills | | | | | | | | | | 08-09 V | | | 2 | £1075 - £1325 |
| Presenting With Impact Virtually | | | | | | | | | | 30 V | | | 1/2 | £495 - £625 |

C Coventry **L** London **M** Manchester **G** Glasgow **E** Edinburgh **V** Virtual

Course dates are subject to change

Please note: If you have three or more people interested in a particular course, we would be happy to create a new date.