

# OPEN COURSE CALENDAR 2024

| Tack TMI Course                        | JAN     | FEB     | MAR     | APR     | MAY     | JUN     | JUL     | AUG     | SEP     | OCT       | NOV      | DEC     | Days | Price         |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------|----------|---------|------|---------------|
| <b>SALES EFFECTIVENESS SOLUTIONS</b>   |         |         |         |         |         |         |         |         |         |           |          |         |      |               |
| PRO-PAYBACK Selling@                   |         | 20-21 L |         | 15-16 C |         | 17-18 M | 16-17 L | 13-14 C | 03-04 L |           | 14-15 C  | 03-04 L | 2    | £1475 - £1725 |
| Sales Essentials                       |         |         |         |         |         |         |         |         |         |           |          |         | 1    | £625 - £875   |
| Social Selling                         |         |         |         |         | 07 L    |         |         |         |         |           |          |         | 1    | £575 - £825   |
| Consultative Selling                   | 17-18 L |         |         |         |         |         |         |         | 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 |         |         |         |         |           | 19-20 L  |         | 2    | £1175 - £1425 |
| Selling Through Distributors           |         |         |         | 09-10 L |         |         |         |         |         |           |          | 11-12 C | 2    | £1175 - £1425 |
| Professional Telephone Selling         |         |         |         |         |         |         |         |         | 10-11 L | 29 & 30 C |          |         | 2    | £1075 - £1325 |
| Finance for Salespeople                |         |         |         |         |         |         |         |         |         |           | 27 M     |         | 1    | £575 - £825   |
| Appointment Making                     |         |         |         |         |         |         |         |         |         |           |          |         | 1    | £475 - £725   |
| <b>SALES LEADERSHIP AND MANAGEMENT</b> |         |         |         |         |         |         |         |         |         |           |          |         |      |               |
| 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 |
| <b>LEADERSHIP AND MANAGEMENT</b>       |         |         |         |         |         |         |         |         |         |           |          |         |      |               |
| Management Essentials                  |         | 01-02 C |         |         |         |         |         |         | 23-24 C |           | 28 -29 C |         | 2    | £1475 - £1725 |
| Management Essentials Part 2           |         |         | 19-20 C |         |         |         |         |         |         |           | 05-06 C  |         | 2    | £1075 - £1325 |
| Authentic Leadership (2 Part Course)   |         |         |         |         |         |         |         |         |         |           |          |         | 2+2  | £2775 - £3025 |
| <b>PERSONAL DEVELOPMENT</b>            |         |         |         |         |         |         |         |         |         |           |          |         |      |               |
| Time Management                        |         |         |         |         | 29 V    |         |         |         |         |           | 19 V     |         | 1    | £575 - £825   |
| Influencing and Communication          |         |         |         |         |         | 11-12 C |         |         |         |           | 25-26 CB |         | 2    | £1075 - £1325 |
| Finance for Non-Finance People         |         |         |         | 03 V    |         |         |         |         |         |           |          |         | 2    | £975 - £1225  |
| Presentation Skills                    |         |         |         |         |         |         |         |         |         |           |          |         | 2    | £1075 - £1325 |
| Presenting With Impact Virtually       |         |         |         |         |         |         |         |         |         |           |          |         | 1/2  | £495 - £625   |

**CB** Cambridge

**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.