

# 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		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													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								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.