

Open Course Calendar: January–June 2026

Tack TMI Course	JAN	FEB	MAR	APR	MAY	JUN	Days	Price
SALES EFFECTIVENESS SOLUTIONS								
<u>PRO-PAYBACK Selling®</u>		16-17 L	10-11 C	30-1 C	20-21 C	15-16 M	2	£1649
<u>Sales Essentials</u>		26 C			8 V	16 C	1	£799
<u>Consultative Selling</u>				15-16 C	20-21 C		2	£1549
<u>Key Account Management</u>	16-17 C			23-24 C		10-11 V	2	£1449
<u>Value Driven Negotiation</u>		17-18 C		27-28 C			2	£1349
<u>Selling Through Distributors</u>		26-27 C			23-24 C		2	£1349
<u>Professional Telephone Selling</u>							2	£1249
<u>Finance for Salespeople</u>					13 V	3 V	1	£749
<u>Appointment Making</u>	26 C				8 V	16 C	1	£649
SALES LEADERSHIP AND MANAGEMENT								
<u>Sales Management</u>		3-5 C		14-16 C			3	£1949
<u>Sales Management Part 2</u>			10-12 C			8-10 C	3	£1949
LEADERSHIP AND MANAGEMENT								
<u>Management Essentials</u>					19-20 C		2	£1649
<u>Management Essentials Part 2</u>				23-24 C		23-24 C	2	£1249
<u>Authentic Leadership (2 Part Course)</u>							2 + 2	£2949
PERSONAL DEVELOPMENT								
<u>Time Management</u>		25 E			13 V	3 V	1	£749
<u>Influencing and Communication</u>		17-18 V		23-24 C		23-24 C	2	£1249
<u>Finance for Non-Finance People</u>							2	£1149
<u>Presentation Skills</u>				14-15 V		23-24 V	2	£1249
<u>Presenting With Impact Virtually</u>		26 V		28 V			1/2	£549

C Coventry

L London

M Manchester

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.