

# OPEN COURSE CALENDAR 2026

Tack TMI Course	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Days	Price
<b>SALES EFFECTIVENESS SOLUTIONS</b>														
<a href="#">PRO-PAYBACK Selling®</a>		16-17 L	10-11 C			15-16 M	21-22 C	11-12 C	8-9 C	27-28 E	10-11 C	1-2 L	2	£1649
<a href="#">Sales Essentials</a>					8 V			11 V		21 V			1	£799
<a href="#">Consultative Selling</a>							14-15 C		22-23 C		18-19 V		2	£1549
<a href="#">Key Account Management</a>		16-17 C		23-24 C		10-11 V				13-14 C	10-11 E	8-9 L	2	£1449
<a href="#">Value Driven Negotiation</a>					20-21 C			4-5 C			17-18 C		2	£1349
<a href="#">Selling Through Distributors</a>					27-28 C				8-9 V			8-9 C	2	£1349
<a href="#">Professional Telephone Selling</a>								18-19 C		27-28 C			2	£1249
<a href="#">Finance for Salespeople</a>					13 C	3 V				21 V	18 V		1	£749
<a href="#">Appointment Making</a>								11 V		21 V			1	£649
<b>SALES LEADERSHIP AND MANAGEMENT</b>														
<a href="#">Sales Management</a>								26-28 C		7-9 C	3-5 L		3	£1949
<a href="#">Sales Management Part 2</a>			10-12 C			8-10 C			28-30 C			2-4 C	3	£1949
<b>LEADERSHIP AND MANAGEMENT</b>														
<a href="#">Management Essentials</a>									24-25 C		23-24 L		2	£1649
<a href="#">Management Essentials Part 2</a>						23-24 C				27-28 C	17-18 C		2	£1249
<a href="#">Authentic Leadership (2 Part Course)</a>					19-20 C (Pt1)		29-30 C (Pt2)		22-23 C (Pt1)	27-28 C (Pt2)			2+2	£2949
<b>PERSONAL DEVELOPMENT</b>														
<a href="#">Time Management</a>			25 C			3 V				21 V	18 V		1	£749
<a href="#">Influencing and Communication</a>				23-24 CB		23-24 C				27-28 C	17-18 C		2	£1249
<a href="#">Finance for Non-Finance People</a>					19-20 C		29-30 C		22-23 C	27-28 C			2	£1149
<a href="#">Presentation Skills</a>						23-24 V				6 V			2	£1249
<a href="#">Presenting With Impact Virtually</a>										27 V			1/2	£549

**C** Coventry   **L** London   **M** Manchester   **E** Edinburgh   **V** Virtual   **CB** Cambridge

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.