

# 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>														
<u>PRO-PAYBACK Selling®</u>		16-17 L	10-11 C			15-16 M	21-22 C	11-12 C	8-9 C	27-28 V	10-11 C	1-2 L	2	£1649
<u>Sales Essentials</u>					8 V			11 V		21 V			1	£799
<u>Consultative Selling</u>							14-15 C		22-23 C		18-19 V		2	£1549
<u>Key Account Management</u>		16-17 C		23-24 C		10-11 V				13-14 C	10-11 V	8-9 L	2	£1449
<u>Value Driven Negotiation</u>								4-5 C			17-18 C		2	£1349
<u>Selling Through Distributors</u>									8-10 V			8-9 C	2	£1349
<u>Professional Telephone Selling</u>								18-19 C		27-28 C			2	£1249
<u>Finance for Salespeople</u>										21 V	18 V		1	£749
<u>Appointment Making</u>								11 V		21 V			1	£649
<b>SALES LEADERSHIP AND MANAGEMENT</b>														
<u>Sales Management</u>								26-28 C		7-9 C	3-5 L		3	£1949
<u>Sales Management Part 2</u>			10-12 C						28-30 C			2-4 C	3	£1949
<b>LEADERSHIP AND MANAGEMENT</b>														
<u>Management Essentials</u>							28-29 CB		24-25 C		23-24 L		2	£1649
<u>Management Essentials Part 2</u>										27-28 C	17-18 C		2	£1249
<u>Authentic Leadership (2 Part Course)</u>							28-29 C (Pt1)		22-23 C (Pt1)	27-28 C (Pt2)			2 + 2	£2949
<b>PERSONAL DEVELOPMENT</b>														
<u>Time Management</u>			25 C							21 V	18 V		1	£749
<u>Influencing and Communication</u>				23-24 CB						27-28 C	17-18 C		2	£1249
<u>Finance for Non-Finance People</u>					19-20 C		28-29 C		22-23 C	27-28 C			2	£1149
<u>Presentation Skills</u>										6-7 C			2	£1249
<u>Presenting With Impact Virtually</u>										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.