

# Open Course Calendar: January–June 2026

Tack TMI Course	JAN	FEB	MAR	APR	MAY	JUN	Days	Price	
<b>SALES EFFECTIVENESS SOLUTIONS</b>									
<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>			4-5 C	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 C	3 V	1	£749	
<u>Appointment Making</u>		26 C			8 V	16 C	1	£649	
<b>SALES LEADERSHIP AND MANAGEMENT</b>									
<u>Sales Management</u>				14-16 C			3	£1949	
<u>Sales Management Part 2</u>			10-12 C			8-10 C	3	£1949	
<b>LEADERSHIP AND MANAGEMENT</b>									
<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>					19-20 C (Pt1)		2+2	£2949	
<b>PERSONAL DEVELOPMENT</b>									
<u>Time Management</u>		25 E	25C		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>					19-20 C		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	
<b>C</b>	Coventry	<b>L</b>	London	<b>M</b>	Manchester	<b>E</b>	Edinburgh	<b>V</b>	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.