

OPEN COURSE CALENDAR 2024

Tack TMI Course	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Days	Price
SALES EFFECTIVENESS SOLUTIONS														
PRO-PAYBACK Selling@		20-21 L	12-13 G	15-16 C	15-16 E	17-18 M	09-10 V	13-14 C	24-25 L	29-30 E	14-15 C	03-04 L	2	£1475 - £1725
Sales Essentials			19 V			18 C			03 E	29 L			1	£625 - £875
Social Selling					07 L					07 C			1	£575 - £825
Consultative Selling	17-18 L			09-10 C	21-22 E		15-16 C		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		13-14 E 15-16 V			08-09 C			19-20 L		2	£1175 - £1425
Selling Through Distributors				09-10 L		24-25 C			10-11 V			11-12 C	2	£1175 - £1425
Professional Telephone Selling				30-01 C				20-21 L					2	£1075 - £1325
Finance for Salespeople					08 L					22 M			1	£575 - £825
Appointment Making					28 V					15 L			1	£475 - £725
SALES LEADERSHIP AND MANAGEMENT														
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
LEADERSHIP AND MANAGEMENT														
Management Essentials		01-02 C			22-23 L				23-24 C		28-29 C		2	£1475 - £1725
Management Essentials Part 2			19-20 C			26-27 L				31 C	01 C		2	£1075 - £1325
Authentic Leadership (2 Part Course)					13-14 E (Part 1)		31-01 E (Part 2)		10-11 L (Part 1)	14-15 L (Part 2)			2+2	£2775 - £3025
PERSONAL DEVELOPMENT														
Time Management					29 C						19 V		1	£575 - £825
Influencing and Communication						11-12 C			02-03 E		25-26 L		2	£1075 - £1325
Finance for Non-Finance People				03-04 E						24-25 C			2	£975 - £1225
Presentation Skills			25-26 C			17-18 L				08-09 V			2	£1075 - £1325
Presenting With Impact Virtually							10 V			30 V			1/2	£375 - £625

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.