

# OPEN COURSE CALENDAR 2024

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>		20-21 L		15-16 C		17-18 M	16-17 L	13-14 C	03-04 L	29-30 E	14-15 C	03-04 L	2	£1475 - £1725
<a href="#">Sales Essentials</a>									03 E	29 L			1	£625 - £875
<a href="#">Social Selling</a>					07 L					07 C			1	£575 - £825
<a href="#">Consultative Selling</a>	17-18 L						15-16 C		17-18 L		07-08 V		2	£1375 - £1625
<a href="#">Key Account Management</a>				23-24 L		11-12 V				16-17 C	12-13 E	10-11 L	2	£1275 - £1525
<a href="#">Value Driven Negotiation</a>			19-20 C		15-16 V			08-09 C			19-20 L		2	£1175 - £1425
<a href="#">Selling Through Distributors</a>				09-10 L		24-25 C			10-11 L			11-12 C	2	£1175 - £1425
<a href="#">Professional Telephone Selling</a>								20-21 L					2	£1075 - £1325
<a href="#">Finance for Salespeople</a>										22 M			1	£575 - £825
<a href="#">Appointment Making</a>										15 L			1	£475 - £725
<b>SALES LEADERSHIP AND MANAGEMENT</b>														
<a href="#">Sales Management</a>		12-14 C		16-18 L		03-05 E				08-10 C			3	£1775 - £2025
<a href="#">Sales Management Part 2</a>			11-13 C			11-13 L				01-03 E		03-05 C	3	£1775 - £2025
<b>LEADERSHIP AND MANAGEMENT</b>														
<a href="#">Management Essentials</a>		01-02 C							23-24 C		28-29 C		2	£1475 - £1725
<a href="#">Management Essentials Part 2</a>			19-20 C			26-27 L				31 C	01 C		2	£1075 - £1325
<a href="#">Authentic Leadership (2 Part Course)</a>									10-11 L (Part 1)	14-15 L (Part 2)			2+2	£2775 - £3025
<b>PERSONAL DEVELOPMENT</b>														
<a href="#">Time Management</a>					29 V						19 V		1	£575 - £825
<a href="#">Influencing and Communication</a>						11-12 C			02-03 E		25-26 L		2	£1075 - £1325
<a href="#">Finance for Non-Finance People</a>				03 V						24-25 C			2	£975 - £1225
<a href="#">Presentation Skills</a>										08-09 V			2	£1075 - £1325
<a href="#">Presenting With Impact Virtually</a>							10 V			30 V			1/2	£495 - £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.