

Diploma in Sales Management

February 2024

Wednesdays - 6:30pm to 9:30pm

Please note this is a provisional timetable and subject to change:

Month	Day	Content
February	28	Sales Fundamentals
March	06	Sales Strategy & Planning
	13	Sales Analytics
	20	Sales Leadership
	27	Sales Negotiation
April	03	Sales Technology
	10	Sales Operations
	17	Sales Ethics & Compliance
	24	Sales Management in a Global Context
May	01	Sales Innovation
	08	Student Presentations

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