

Diploma in Sales Management

May 2024

Wednesdays - 6:30pm to 9:30pm

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

Month	Day	Content
May	29	Sales Fundamentals
June	5	Sales Strategy & Planning
	12	Sales Analytics
	19	Sales Leadership
	26	Sales Negotiation
July	3	Sales Technology
	10	Sales Operations
	17	Sales Ethics & Compliance
	24	Sales Management in a Global Context
	31	Sales Innovation
August	7	Student Presentations

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