

Diploma in Sales Management

September 2024

Wednesdays - 6:30pm to 9:30pm

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

Month	Day	Content
September	25	Sales Fundamentals
October	02	Sales Strategy & Planning
	09	Sales Analytics
	16	Sales Leadership
	23	Sales Negotiation
	30	Sales Technology
November	06	Sales Operations
	13	Sales Ethics & Compliance
	20	Sales Management in a Global Context
	27	Sales Innovation
December	04	Student Presentations

IBAT College Dublin

16 – 19 Wellington Quay

Dublin 2

Call: 01 807 5055

Email: enquiry@ibat.ie

Website: www.ibat.ie