

Online Diploma in Sales Management

September 2025

Tuesdays - 6:30pm to 9:30pm

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

Month	Day	Content
September	24	Sales Fundamentals
October	01	Sales Strategy & Planning
	08	Sales Analytics
	15	Sales Leadership
	22	Sales Negotiation
November	29	Sales Technology
	05	Sales Operations
	12	Sales Ethics & Compliance
	19	Sales Management in a Global Context
	26	Sales Innovation
December	03	Student Presentations

IBAT Dublin

16 – 19 Wellington Quay

Dublin 2

Call: 01 807 5055

Email: enquiry@ibat.ie

Website: www.ibat.ie