

Online Diploma in Sales Management

February 2025

Tuesdays - 6:30pm to 9:30pm

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

Month	Day	Content
February	25	Sales Fundamentals
March	04	Sales Strategy & Planning
	11	Sales Analytics
	18	Sales Leadership
	25	Sales Negotiation
April	01	Sales Technology
	08	Sales Operations
	15	Sales Ethics & Compliance
	22	Sales Management in a Global Context
	29	Sales Innovation
May	06	Student Presentations

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