



BUSINESS DEVELOPMENT MANAGERS ACADEMY PROGRAMME



SENIOR BUSINESS DEVELOPMENT MANAGER SERIES 2022

GROUP	PROGRAMME	DAY	DATE	TIME	PROGRAMME	FACILITATOR
1	1	Wed	19 Jan	09:00 - 16:00	Series launch / Growth mindset	JL
1	2	Thurs	20 Jan	09:00 - 16:00	Sales excellence	SF
1	3	Wed	16 Feb	09:00 - 16:00	Productivity, habits and goals	ZM
1	4	Thurs	17 Feb	09:00 - 16:00	Art of trading value	ZM
1	5	Wed	16 Mar	09:00 - 16:00	Relationship sales	SF
1	6	Thurs	17 Mar	09:00 - 16:00	Negotiation skills	JL
		Wed	5 May	09:00 - 15:00	Final assesment	



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