

COURSE SCHEDULE 2017

½, 1 & 2-day courses in London, Birmingham, Bristol, Edinburgh, Leeds, Manchester & Nottingham

Sales

All courses available as in-house tailored programmes.

Call 01509 889632 for more details.



Practical Training for Professionals

www.ptp.co.uk





As well as running courses during 2017 in Sales, PTP is also running 100s of courses in Management, Personal Development, Customer Care and Finance & planning. Very few dates are ever cancelled as we will run the course with as few as 2 delegates. We limit them to a maximum of 10 delegates ensuring that individual needs are always met. We are proud to say that over 40% of the FTSE100 as well 100s of organisations from the public sector and 100s of SMEs use our training services and we hope that we can support your training plans and help your organisation flourish in 2017.



Marc Holland PTP Managing Director

Sales	LONDON & SE	EAST MIDLANDS	WEST MIDLANDS	BRISTOL & SW	LEEDS & NE	MANCHESTER & NW	SCOTLAND
Advanced Closing Skills	05-01 30-03 24-05- 16-08	16-03 09-08	16-05 13-11	19-04 20-09	18-04 13-09	30-01 05-06	02-02 03-08
Advanced Negotiation Skills	10-01 15-03 16-05 15-08	15-02 20-06	09-05 12-09	26-04 06-09	18-04 04-09	18-01 23-05	24-01 13-06
Advanced Presentation Skills	27-02 26-05 04-09 22-11	07-02 25-08	09-05 01-11	21-04 12-10	17-03 22-09	11-01 04-07	02-02 05-07
Advanced Selling Skills (2 day course)	18-01 25-05 29-06 09-11	05-06 31-10	03-01 02-10	23-02 05-09	02-05 12-09	22-06 13-12	11-04 11-10
Advanced Telephone Prospecting	26-01 03-05 30-06 01-11	26-06 13-12	22-03 03-10	08-03 13-09	27-02 04-09	26-05 06-11	06-06 09-11
Brand Building with the Public	16-03 14-06 01-09 20-11	02-05 09-10	18-01 13-07	11-04 12-09	03-01 22-06	15-05 20-10	01-02 12-07
Closing Incoming Calls Effectively	03-01 12-04 26-06 13-09	23-05 03-11	22-02 10-08	08-05 09-10	19-01 26-07	12-06 16-11	28-02 30-08
Closing The Sale & Dealing With Objections	05-01 26-04 04-09 03-11	19-04 05-07 05-10 05-12	23-01 16-05 06-09 07-11	30-01 06-06 12-09 14-11	19-01 10-05 29-08 01-11	08-03 20-06 25-09 29-11	27-04 24-05 19-09 28-11
Confidence in Making Face to Face Cold Calls	18-01 02-05 13-07 02-10	05-06 16-11	09-03 25-08	15-05 20-10	17-02 01-08	03-01 23-06	14-03 12-09
Consultative Selling	10-03 08-06 30-08 14-11	14-02 25-08	05-05 03-11	06-04 05-10	21-03 15-09	04-01 27-06	27-01 28-06
Developing Major Accounts	17-01 16-03 30-06 19-09	12-06 23-11	03-03 18-08	23-02 31-07	13-02 12-07	13-04 29-09	23-05 03-11
Essential Advertising	13-01 07-07 26-09 14-11	01-03 16-08	18-04 02-11	01-02 26-07	15-05 16-10	21-03 08-09	18-04 23-11
Essential Marketing Skills	06-04 21-06 08-09 21-11	19-05 31-10	14-02 10-08	28-04 29-09	17-01 13-07	09-06 08-11	20-02 22-08
Gaining Commitment on the Telephone	19-01 03-05 14-07 03-10	06-06 17-11	08-03 04-10	16-05 30-10	16-02 02-08	03-01 26-06	15-03 13-09
Generating New Business by Telephone	21-02 18-04 20-06 29-08 10-10 22-11	20-04 04-07 04-10 06-12	24-01 17-05 07-09 08-11	21-02 07-06 13-09 15-11	20-01 11-05 30-08 02-11	09-03 21-06 26-09 30-11	23-02 01-06 20-09 20-11
How to Be Great at Telephone Cold Calling - Half Day (am)	15-02 30-05 12-10 05-12	20-06 22-11	17-01 21-09	02-03 31-10	14-02 25-09	01-06 07-12	21-03 19-10
How to Write Winning Tenders	30-01 11-05 09-08 16-10	22-03 07-09	20-06 29-11	17-08 08-11	24-05 03-11	26-04 27-09	16-01 19-06
Introduction to Sales – from emerging sales person to buying advisor	23-01 08-05 03-08 09-10	13-06 29-11	20-03 05-09	11-05 02-11	28-02 08-08	12-01 12-09	21-03 25-09
Key Selling Skills	24-01 16-02 18-04 02-05 05-07 05-09 16-10 29-11	13-02 25-04 23-08 21-11	18-01 07-03 28-06 03-10	11-01 27-02 27-06 20-09	11-01 22-02 06-06 13-09	01-02 19-04 11-07 26-10	08-02 25-04 09-08 02-11
Managing Major Accounts (2 day course)	21-03 17-05 03-10 28-11	04-05 05-10	19-01 18-07	22-03 14-09	04-01 26-06	02-05 18-10	30-01 17-07
Marketing Skills Masterclass - Half Day (am)	09-02 31-05 16-10 06-12	15-06 23-11	18-01 25-09	04-05 01-11	15-02 26-09	30-05 08-12	22-03 20-10
Masterclass in Handling Incoming Telephone Calls - Half Day (pm)	18-01 14-03 31-05 20-10	07-03 16-10	30-05 06-12	04-05 23-11	22-03 01-11	09-02 25-09	15-02 26-09
Masterclass in Preparing and Delivering Persuasive Presentations - Half Day (am)	07-02 19-05 10-10 27-11	13-06 13-11	10-01 18-09	24-04 24-10	07-02 19-09	19-05 12-12	13-03 17-10
Maximising Appointments on the Telephone	08-03 06-06 31-08 10-11	20-01 19-07	05-05 06-10	05-01 29-06	21-03 13-09	21-02 08-08	05-05 25-10

Sales Course Schedule 2017

Sales (cont)	LONDON & SE	EAST MIDLANDS	WEST MIDLANDS	BRISTOL & SW	LEEDS & NE	MANCHESTER & NW	SCOTLAND
More Advanced Selling Skills	13-02 18-05 11-08 18-10	04-01 21-06	23-03 08-09	25-05 07-11	03-03 18-08	17-01 11-07	23-03 28-09
Negotiating to a Satisfactory Close	16-02 16-05 17-08 30-10	06-01 30-06	18-04 19-09	12-06 16-11	14-03 18-09	23-01 20-07	19-04 02-10
Negotiation Skills	04-01 22-02 24-05 23-06 06-09 31-10	13-02 25-04 12-06 29-08 30-10 04-12	10-01 06-03 16-05 06-07 21-09 09-11	19-01 17-03 18-05 11-07 28-09 16-11	04-01 01-03 09-05 29-06 18-09 31-10	01-02 19-04 06-06 30-08 12-10 27-11	25-01 08-03 19-05 11-08 06-10 20-11
Negotiation Skills for Buyers	13-01 25-04 07-07 26-09	24-02 14-08	25-05 30-10	27-01 24-07	10-05 04-10	16-03 01-09	24-05 20-11
Negotiation Skills Masterclass - Half Day (pm)	23-02 23-05 07-09 30-11	14-06 16-11	12-01 21-09	27-04 27-10	10-02 22-09	25-05 15-12	16-03 20-10
Objection Handling Skills	04-01 10-04 22-06 11-09	15-05 30-10	15-02 02-08	02-05 02-10	18-01 11-07	05-06 09-11	21-02 24-08
Outgoing Calls - Maximising Effectiveness	07-03 05-06 30-08 09-11	05-05 05-10	08-05 08-10	04-01 28-06	22-03 12-09	20-02 07-08	04-05 24-10
Persuasive Presentations (2 day course)	23-02 24-05 30-10	20-04 21-09	10-01 04-07	16-03 31-08	14-06 20-11	09-05 11-10	25-01 03-07
Planning & Prioritisation for the Busy Sales Person	18-05 18-08 01-11	11-01 05-07	21-04 22-09	15-06 21-11	17-03 25-08	26-01 25-07	18-04 05-10
Planning Sales Activity to Help Meet & Exceed Targets	20-01 18-05 07-08 17-10	10-01 18-07	20-04 11-10	10-03 21-09	20-02 25-08	25-05 14-11	25-04 04-07
Referral Marketing	05-01 23-03 29-06 18-09	07-06 13-11	02-03 17-08	12-05 16-10	31-01 28-07	20-06 29-11	08-03 07-09
Relationship Marketing	03-01 12-04 26-06 13-09	19-05 02-11	21-02 09-08	05-05 06-10	27-01 14-07	09-06 15-11	27-02 29-08
Sales - an Introduction	06-02 18-05 05-07 23-11	03-02 04-07	19-04 24-10	02-03 19-07	23-03 03-08	25-01 20-06	07-04 13-09
Sales Management (1 day course)	15-03 13-06 31-08 17-11	08-05 16-10	23-01 18-07	18-04 19-09	06-01 03-07	23-05 20-10	01-02 09-08
Sales Management (2 day course)	19-01 18-04 22-06 04-10	03-01 07-06	11-04 12-09	02-02 07-08	15-02 12-07	04-05 31-10	17-05 13-11
Sales Negotiation Skills	10-03 08-06 04-09 14-11	27-01 26-07	10-05 13-10	12-01 06-07	25-04 15-09	28-02 15-08	08-05 02-11
Selling for Non-Sales Professionals	19-01 25-04 12-07 30-10	10-01 18-04 28-06 02-11	23-02 25-05 29-08 14-11	28-02 05-06 04-09 13-11	14-02 16-05 25-08 08-11	05-01 12-04 19-06 11-10	02-03 23-05 14-09 27-11
Selling Skills for Exhibitions	26-01 16-03 10-05 05-06 06-07 13-09 01-11 06-12	08-03 18-05 05-09 29-11	18-01 04-05 22-06 10-10	11-01 27-04 15-06 26-09	03-01 19-04 06-06 22-09	01-02 11-05 12-07 20-11	23-02 16-05 25-08 22-11
Successful Presentations	22-02 17-03 02-05 27-06 06-09 03-10 08-11 04-12	24-01 26-04 30-08 07-11	28-02 14-06 27-09 28-11	15-02 08-06 19-09 21-11	14-02 17-05 14-09 14-11	11-01 22-03 05-07 12-10	17-01 20-04 11-07 17-10
Successful Sales Presentations	25-01 09-05 07-08 11-10	17-03 04-09	15-06 21-11	27-02 14-08	26-05 31-10	21-04 22-09	11-01 14-06
Telephone Techniques - Incoming & Outgoing Calls	30-01 24-02 25-05 31-101	20-04 21-09	10-01 04-07	16-03 01-09	14-06 21-11	09-05 11-10	25-01 03-07
The Art of Retail Selling	26-01 09-05 07-08 12-10	20-03 05-09	16-06 22-11	28-02 15-08	03-02 01-11	20-04 25-09	18-01 22-06
The Client Meeting - Face to Face Selling	04-01 21-04 18-07 10-10	20-04 05-10	06-03 28-06	08-06 14-11	15-05 20-10	20-01 15-08	07-03 26-09
The Secrets of Low Cost Advertising	12-01 26-04 06-07 25-09	21-02 08-08	19-05 18-10	23-01 19-07	08-05 03-10	13-03 29-08	26-05 15-11
Winning More Business in the Final Meeting (2 day course)	16-03 31-08 20-11	09-05 18-10	25-01 24-07	20-04 21-09	10-01 04-07	25-05 31-10	16-02 10-08
Winning More Business on the Telephone	03-03 08-06 01-09 07-11	17-01 11-07	27-04 28-09	09-02 21-06	23-03 08-09	13-02 31-07	27-04 18-10
Winning Ways to Close a Deal - Half Day (pm)	08-02 30-05 12-10 05-12	20-06 22-11	17-01 21-09	03-05 31-10	14-02 25-09	01-06 07-12	21-03 19-10
Writing Effective Sales Letters & Promotional Materials	15-03 13-06 31-08 17-11	28-04 29-09	16-01 12-07	10-04 11-09	03-01 22-06	03-05 19-10	31-01 11-07

“PTP provided bespoke training that allowed our management team to really understand the concepts of Change Management and focus on areas that needed improving. PTP will definitely play a part in our training plans for the future.”

Daniel Rubie, Head of ICT North Yorkshire County Council

“We identified a requirement for specific Customer Care Training, but we struggled to find a course with the content tailored to meet our criteria. We contacted PTP and worked with them to develop an on-site course that addressed this and to date have held a number of courses. The courses have proved to be very successful and we are recognising the value of working with PTP to deliver this programme.”

Frank Wallace, Facilities Manager Airbus UK Ltd - Broughton

“We have used PTP on a number of occasions and each time we have been delighted by the results as evidenced back in the office. Our trainer managed to change some long held habits for the better!”

Jill Kennedy, Learning & Development Manager, Clyde & Co LLP

Venues

We run our courses in 7 main cities but also use other venues on a regular basis.

SOUTH EAST

Our main London venue is Gracechurch Street in the heart of the city of London where the majority of the South East courses run. Additionally we use Basingstoke, Milton Keynes, Fareham, Luton, Watford and several others

EAST MIDLANDS

Our main venue is Nottingham but we also use venues in Leicester and East Midlands Airport

WEST MIDLANDS

Our main venue is Birmingham City Centre

NORTH EAST

Our main venue is Leeds but we also run courses in Sheffield, Sunderland and Newcastle

NORTH WEST

In addition to Manchester we run courses in Warrington and Liverpool

SOUTH WEST

Our main venue is Bristol but we also run courses in Swindon, Exeter and Cardiff

SCOTLAND

We run the majority of courses in Edinburgh but Glasgow and Aberdeen also have many dates scheduled

To find out exactly where any of the course dates are running, please visit our website www.ptp.co.uk or call **0845 660 3860**



Additional PTP Venues

- Bracknell
- Brentford
- Brentwood
- Camberley
- Cambridge
- Canary Wharf
- Chertsey
- Chester
- Crawley
- Croydon
- East Midlands Airport
- Fleet
- Gatwick
- Guildford
- Harrow
- Heathrow
- High Wycombe
- Leatherhead
- Maidenhead
- Manchester Airport
- Oxford
- Potters Bar
- Reading
- Reigate
- Rickmansworth
- St Albans
- Staines
- Slough

For further details on any of the options please call 0845 660 3860 or visit www.ptp.co.uk