

Sales Course Schedule

2014



Practical Training for Professionals
www.ptp.co.uk





As well as running courses during 2014 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 2014.



Marc Holland PTP Managing Director

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

Sales Course Schedule 2014

Sales (cont)	LONDON & SE	EAST MIDLANDS	WEST MIDLANDS	BRISTOL & SW	LEEDS & NE	MANCHESTER & NW	SCOTLAND
Persuasive Presentations (2 day course)	27-02 28-05 03-11	24-04 25-09	14-01 08-07	20-03 04-09	18-06 24-11	13-05 15-10	29-01 07-07
Planning & Prioritisation for the Busy Sales Person	22-05 22-08 05-11	15-01 09-07	25-04 26-09	19-06 25-11	21-03 01-09	30-01 29-07	22-04 09-10
Planning Sales Activity to Help Meet & Exceed Targets	14-01 24-04 08-07 25-09	24-02 11-08	22-05 21-10	24-01 22-07	09-05 15-10	14-03 01-09	29-05 18-11
Referral Marketing	09-01 28-03 03-07 22-09	11-06 17-11	06-03 21-08	16-05 20-10	04-02 01-08	24-06 03-12	12-03 11-09
Relationship Marketing	06-01 16-04 30-06 17-09	23-05 06-11	25-02 13-08	09-05 10-10	31-01 18-07	13-06 19-11	03-03 02-09
Sales Management (1 day course)	19-03 17-06 04-09 21-11	12-05 20-10	27-01 22-07	22-04 23-09	10-01 07-07	27-05 24-10	05-02 13-08
Sales Management (2 day course)	02-01 15-04 26-06 16-09	21-05 04-11	20-02 11-08	08-05 08-10	23-01 16-07	11-06 17-11	06-03 22-04
Sales Negotiation Skills	14-03 12-06 08-09 18-11	31-01 30-07	14-05 17-10	16-01 10-07	29-04 19-09	04-03 19-08	12-05 06-11
Selling for Non-Sales Professionals	23-01 29-04 16-07 03-11	14-01 22-04 02-07 06-11	27-02 04-03 29-05 18-11	04-03 09-06 08-09 17-11	18-02 20-05 01-09 12-11	09-01 16-04 23-06 15-10	06-03 27-05 18-09 01-12
Successful Presentations	15-01 14-05 09-07 23-09 12-11 06-03	18-02 08-01 01-07 11-11 30-04 18-09	26-03 12-06 03-09 16-10 08-12	06-02 21/03 02-09 16-10 02-12	19-02 24-04 18-06 10-09 21-10 11-12	21-01 21-05 15-07 01-10 18-11	28-01 04-03 06-05 07-10 25-11
Successful Sales Presentations	29-01 13-05 11-08 15-10	21-03 08-09	19-06 25-11	03-03 18-08	30-05 04-11	25-04 26-09	15-01 18-06
Telephone Techniques - Incoming & Outgoing Calls	28-02 29-05 04-11	24-04 25-09	14-01 08-07	20-03 05-09	18-06 25-11	13-05 15-10	29-01 07-07
The Art of Retail Selling	30-012 13-05 11-08 16-10	24-03 09-09	20-06 26-11	04-03 19-08	07-02 05-11	24-04 29-09	22-01 26-06
The Client Meeting - Face to Face Selling	19-02 19-05 19-08 24-10	08-01 02-07	24-04 19-09	12-06 18-11	14-03 14-10	24-01 22-07	25-04 09-10
The Secrets of Low Cost Advertising	16-01 30-04 10-07 29-09	25-02 12-08	23-05 22-10	27-01 23-07	12-05 07-10	17-03 02-09	30-05 19-11
Winning More Business in the Final Meeting (2 day course)	20-03 18-06 04-09 24-11	13-05 22-10	29-01 28-07	24-04 25-09	14-01 08-07	29-05 04-11	20-02 14-08
Winning More Business on the Telephone	07-03 02-06 05-09 11-11	21-01 15-07	01-05 02-10	13-02 25-06	27-03 12-09	17-02 04-08	01-05 22-10
Writing Effective Sales Letters & Promotional Materials	19-03 17-06 04-09 21-11	02-05 03-10	20-01 16-07	14-04 15-09	03-01 26-06	07-05 23-10	04-02 15-07

“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 1 Liverpool Street where the majority of the South East courses run. Additionally we use Basingstoke, Canary Wharf, Dartford, Fareham, Luton & Watford

EAST MIDLANDS

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

WEST MIDLANDS

Our main venue is Solihull but we also use 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