



BUSINESS DEVELOPMENT MANAGERS ACADEMY PROGRAMME

JUNIOR BUSINESS DEVELOPMENT MANAGER SERIES 2022

GROUP	PROGRAMME	DAY	DATE	TIME	PROGRAMME	FACILITATOR
1	1	Mon	17 Jan	09:00 - 16:00	Series launch / Growth mindset	JL
1	2	Tues	18 Jan	09:00 - 16:00	Sales excellence	ZM
1	3	Mon	7 Feb	09:00 - 16:00	Productivity, habits and goals	SF
1	4	Thurs	8 Feb	09:00 - 16:00	Stress and event management	MV
1	5	Mon	7 March	09:00 - 16:00	Art of trading value	EL
1	6	Tues	8 March	09:00 - 16:00	Conflict and courageous conversations	MV
1	7	Mon	4 April	09:00 - 16:00	Networking skills	MV
1	8	Tues	5 April	09:00 - 16:00	Personal branding	MV
1	9	Mon	25 April	09:00 - 16:00	EQ	MV
1	10	Tues	26 April	09:00 - 16:00	Relationship sales	SF
1	11	Mon	23 May	09:00 - 16:00	Negotiation skills	EL
1	12	Tues	24 May	09:00 - 16:00	Forming digital relationships	ZM
		Thurs	23 June	09:00 - 16:00	Final assesment	



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