

MILLER HEIMAN GROUP SUMMER ACADEMY

DE - FRANKFURT

DATE	PROGRAMMS	LOCATION	LANGUAGE
13.05 - 14.05.2019	Professional Selling Skills (PSS)	DE-Frankfurt	German
15.05 - 16.05.2019	Professional Sales Coaching	DE-Frankfurt	German
15.05 - 17.05.2019	Strategic Selling with Perspective and Conceptual Selling	DE-Frankfurt	German
20.05 - 21.05.2019	Negotiate Success	DE-Frankfurt	German
22.05.2019	Securing Strategic Appointments	DE-Frankfurt	German
22.05.2019	Executive Impact	DE-Frankfurt	German
23.05 - 24.05.2019	Large Account Management Process	DE-Frankfurt	German
23.05 - 24.05.2019	Channel Partner Management	DE-Frankfurt	German

GB - LONDON / MILTON KEYNES

DATE	PROGRAMMS	LOCATION	LANGUAGE
14.05 - 16.05.2019	Strategic Selling with Perspective and Conceptual Selling	GB-Milton Keynes	English
16.05 - 17.05.2019	Professional Selling Skills (PSS)	GB-Milton Keynes	English
21.05.2019	Securing Strategic Appointments	GB-London	English
22.05.2019	Executive Impact	GB-London	English
23.05 - 24.05.2019	Channel Partner Management	GB-London	English
23.05 - 24.05.2019	Large Account Management Process	GB-Milton Keynes	English

MILLER HEIMAN GROUP WINTER ACADEMY

DE - FRANKFURT

DATE	PROGRAMMS	LOCATION	LANGUAGE
11.11 - 12.11.2019	Professional Selling Skills (PSS)	DE-Frankfurt	German
13.11 - 14.11.2019	Professional Sales Coaching	DE-Frankfurt	German
13.11 - 15.11.2019	Strategic Selling with Perspective and Conceptual Selling	DE-Frankfurt	German
18.11 - 19.11.2019	Negotiate Success	DE-Frankfurt	German
20.11.2019	Securing Strategic Appointments	DE-Frankfurt	German
20.11.2019	Executive Impact	DE-Frankfurt	German
21.11 - 22.11.2019	Large Account Management Process	DE-Frankfurt	German
21.11 - 22.11.2019	Channel Partner Management	DE-Frankfurt	German

GB - MILTON KEYNES

DATE	PROGRAMMS	LOCATION	LANGUAGE
05.11 - 07.11.2019	Strategic Selling with Perspective and Conceptual Selling	GB-Milton Keynes	English
11.11 - 12.11.2019	Professional Selling Skills (PSS)	GB-Milton Keynes	English
11.11 - 12.11.2019	Negotiate Success	GB-Milton Keynes	English
13.11.2019	Securing Strategic Appointments	GB-Milton Keynes	English
14.11 - 15.11.2019	Large Account Management Process	GB-Milton Keynes	English
19.11 - 20.11.2019	Strategic Selling with Perspective	GB-Milton Keynes	English
26.11 - 27.11.2019	Channel Partner Management	GB-Milton Keynes	English