



## KP2-Miller Heiman European Sales Academy (Jan-July 2011)

### „STRATEGIC SELLING“

Date	Description	Location	Price
18.-19.01.2011	.....Strategic Selling.....	Amberg.....	1.895 EUR
05.-06.04.2011	.....Strategic Selling.....	Amberg.....	1.895 EUR
18.-19.07.2011	.....Strategic Selling.....	Amberg.....	1.895 EUR
17.-18.05.2011	.....Strategic Selling.....	Mondsee.....	1.895 EUR
21.-22.03.2011	.....Strategic Selling.....	Zurich.....	1.895 EUR
09.-10.02.2011	.....Strategic Selling.....	Milan.....	1.895 EUR
13.-14.04.2011	.....Strategic Selling.....	Rome.....	1.895 EUR
16.-17.06.2011	.....Strategic Selling.....	Milan.....	1.895 EUR
08.-09.03.2011	.....Strategic Selling.....	Paris.....	1.895 EUR
15.-16.06.2011	.....Strategic Selling.....	Paris.....	1.895 EUR
16.-17.03.2011	.....Strategic Selling.....	Madrid.....	1.895 EUR
24.-25.02.2011	.....Strategic Selling.....	Istanbul.....	1.895 EUR
28.-29.04.2011	.....Strategic Selling.....	Istanbul.....	1.895 EUR
10.-11.02.2011	.....Strategic Selling.....	Amsterdam.....	1.895 EUR

### „CONCEPTUAL SELLING“

Date	Description	Location	Price
19.-20.01.2010	.....Conceptual Selling.....	Amberg.....	1.895 EUR
06.-07.04.2011	.....Conceptual Selling.....	Amberg.....	1.895 EUR
19.-20.07.2010	.....Conceptual Selling.....	Amberg.....	1.895 EUR
18.-19.05.2011	.....Conceptual Selling.....	Mondsee.....	1.895 EUR
22.-23.03.2011	.....Conceptual Selling.....	Zurich.....	1.895 EUR
03.-04.03.2011	.....Conceptual Selling.....	Milan.....	1.895 EUR
04.-05.05.2011	.....Conceptual Selling.....	Rome.....	1.895 EUR
13.-14.07.2011	.....Conceptual Selling.....	Milan.....	1.895 EUR
01.-02.02.2011	.....Conceptual Selling.....	Paris.....	1.895 EUR
18.-19.05.2011	.....Conceptual Selling.....	Madrid.....	1.895 EUR
13.-14.04.2011	.....Conceptual Selling.....	Amsterdam.....	1.895 EUR

### „EXECUTIVE IMPACT“

08.04.2011	.....Executive Impact.....	Amberg.....	1.895 EUR
21.04.2011	.....Executive Impact.....	Milan.....	1.895 EUR
08.07.2011	.....Executive Impact.....	Milan.....	1.895 EUR

### „LARGE ACCOUNT MANAGEMENT PROCESS“ (LAMP)

23.-24.02.2011	.....LAMP.....	Amberg.....	1.895 EUR
21.-22.07.2011	.....LAMP.....	Amberg.....	1.895 EUR
16.-17.02.2011	.....LAMP.....	Milan.....	1.895 EUR
11.-12.05.2011	.....LAMP.....	Milan.....	1.895 EUR
08.-09.02.2011	.....LAMP.....	Paris.....	1.895 EUR
28.-29.06.2011	.....LAMP.....	Paris.....	1.895 EUR
21.-22.06.2011	.....LAMP.....	Madrid.....	1.895 EUR
16.-17.06.2011	.....LAMP.....	Amsterdam.....	1.895 EUR

### „NEGOTIATE SUCCESS“

23.07.2011	.....Negotiate Success.....	Amberg.....	1.895 EUR
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### „SECURING STRATEGIC APPOINTMENTS“ (SSA)

16.03.2011	.....SSA.....	Amberg.....	1.895 EUR
21.07.2011	.....SSA.....	Amberg.....	1.895 EUR

### „CHANNEL PARTNER MANAGEMENT“ (CPM)

17.-18.03.2011	.....CPM.....	Milan.....	1.895 EUR
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### „STRATEGIC & CONCEPTUAL SELLING“

18.-20.01.2011	.....Strategic Selling & Conceptual Selling.....	Amberg.....	2.895 EUR
05.-07.04.2011	.....Strategic Selling & Conceptual Selling.....	Amberg.....	2.895 EUR
18.-20.07.2010	.....Strategic Selling & Conceptual Selling.....	Amberg.....	2.895 EUR
17.-19.05.2011	.....Strategic Selling & Conceptual Selling.....	Mondsee.....	2.895 EUR
21.-23.03.2011	.....Strategic Selling & Conceptual Selling.....	Zurich.....	2.895 EUR

### MILLER HEIMAN CERTIFIED SALES PROFESSIONAL

18.-23.07.2011	.....Strategic Selling; Conceptual Selling; Securing Strategic Appointments; LAMP - Large Account Management Process; Negotiate Success.....		4.495 EUR
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Please note all workshops are held in local language.  
General Note: All workshops can also be booked as an Inhouse seminar

## Contact Information

PLEASE CONTACT THE PARTNER WHO IS RESPONSIBLE FOR YOUR COUNTRY:

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