

**DATES FOR SCHEDULED COURSES December 2017 – April 2018**

<b>COURSE TITLE</b>	<b>DEC</b>	<b>JAN</b>	<b>FEB</b>	<b>MAR</b>	<b>APRIL</b>
<b>SELLING STRATEGIES</b> (2Days)	—	11-12	8-9	5-6	12-13
<b>DYNAMICS OF SELLING</b> (1Day)	1	15	12	12	9
<b>SALES NEGOTIATION</b> (3Days)	—	—	5-7	—	16-18
<b>CLOSING SALES</b> (1Day)	—	—	16	—	20
<b>TELESALES</b> (1Day)	4	8	—	9	—
<b>CUSTOMER SERVICE</b> (1Day)	11	—	23	—	—
<b>RETAIL SELLING</b> (1Day)	—	17	14	—	18
<b>CORE MGMT SKILLS</b> (2Days)	7-8	—	—	27-28	—
<b>SALES MANAGEMENT</b> (2Days)	—	30-31	—	—	24-25
<b>TIME MANAGEMENT</b> (1Day)	—	22	—	5	—
<b>PRESENTATION SKILLS</b> (2 Days)	—	25-26	15-16	—	19-20
<b>TELEPHONE TECHNIQUE</b> (1Day)	—	19	19	2	27
<b>TELEMARKETING</b> (1Day)	6	—	—	1	—
<b>TEL CASH COLLECTION</b> (1Day)	—	—	28	—	30

**Our Address:**

**QUINN TRAINING** Business Courses  
 6 Ontario Terrace  
 Canal Road  
 Rathmines  
 Dublin 6  
 Tel: (01) 4978353  
 Email: mail@quinnttraining.ie

**Cancellations:**

*Notice of cancellations must be received 5 working days before course commencement. Failure to make a cancellation within this period may result in a charge for the full course fee. Substitutions maybe made any time prior to the commencement of the course.*

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