

IMPLEMENTATION PLANNER

BUILDING A HIGH-GROWTH SALES ORGANISATION



Deadline: Click on cell and select date from drop-down calendar

CONTENT CHANNEL	PRESENTER	TOPIC	FOCUS PRIORITY	LEARNING FOR IMPLEMENTATION	STRATEGIC OBJECTIVES DELIVERED	SUCCESS MEASURE/S	DRIVER (WHO)	DEADLINE	
Sales Enablement	Andrew Honey	Every Second Counts							
Customer Engagement	Kevin Horsley	Memory Mastery for your Sales Organisation							
	Joni Peddie	Make Customer Connections that Matter							
	Dr Graeme Codrington	Spot the Difference: Rethinking sales in a diverse world							
	Gilan Gork	The Mentalist Experience							

IMPLEMENTATION PLANNER

BUILDING A HIGH-GROWTH SALES ORGANISATION

Deadline: Click on cell and select date from drop-down calendar

CONTENT CHANNEL	PRESENTER	TOPIC	FOCUS PRIORITY	LEARNING FOR IMPLEMENTATION	STRATEGIC OBJECTIVES DELIVERED	SUCCESS MEASURE/S	DRIVER (WHO)	DEADLINE
Strategy	John Sanei	Mastering the Art of Disruption						
	Dr Greg Fisher	Making Strategy Work						
	Vusi Thembekwayo	Complexity: The Enemy of Greatness						
Leadership & Motivation	Graeme Smith	Built To Last						
	Rusty Labuschagne	Breaking Chains						
	Mark C. Thompson	Leadership for Enhanced Salesforce Growth						