




KP2 Miller Heiman European Sales Academy (Jan-July 2012)

„STRATEGIC SELLING“

Date	Description	Location	Price
 23.-24.01.2012.....	Strategic Selling	Amberg	1.895 EUR
27.-28.03.2012.....	Strategic Selling	Amberg	1.895 EUR
20.-21.06.2012.....	Strategic Selling	Amberg	1.895 EUR
23.-24.07.2012.....	Strategic Selling	Amberg	1.895 EUR
 25.-26.04.2012.....	Strategic Selling	Graz	1.895 EUR
20.-21.03.2012	Strategic Selling	Paris	1.895 EUR
19.-20.06.2012	Strategic Selling	Paris	1.895 EUR
 09.-10.02.2012	Strategic Selling	Milan.....	1.895 EUR
 17.-18.04.2012	Strategic Selling	Madrid.....	1.895 EUR

„CONCEPTUAL SELLING“

 24.-25.01.2012.....	Conceptual Selling	Amberg	1.895 EUR
21.-23.03.2012.....	Conceptual Selling	Amberg	1.895 EUR
26.-27.04.2012.....	Conceptual Selling	Graz	1.895 EUR
07.-08.05.2012.....	Conceptual Selling	Amberg	1.895 EUR
24.-25.07.2012.....	Conceptual Selling	Amberg	1.895 EUR
 03.-04.04.2012	Conceptual Selling	Paris	1.895 EUR
 01.-02.03.2012	Conceptual Selling	Milan	1.895 EUR
 12.-13.03.2012	Conceptual Selling	Madrid	1.895 EUR

„LARGE ACCOUNT MANAGEMENT PROCESS-LAMP“

 26.-27.01.2012.....	Large Account Management Process - LAMP	Amberg	1.895 EUR
26.-27.07.2012.....	Large Account Management Process - LAMP	Amberg	1.895 EUR
 27.-28.03.2012.....	Large Account Management Process - LAMP	Paris	1.895 EUR
26.-27.06.2012.....	Large Account Management Process - LAMP	Paris	1.895 EUR
 16.-17.02.2012.....	Large Account Management Process - LAMP	Milan	1.895 EUR
 13.-14.06.2012.....	Large Account Management Process - LAMP	Madrid	1.895 EUR

„CHANNEL PARTNER MANAGEMENT“

 15.-16.03.2012.....	Channel Partner Management	Milan	1.895 EUR
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„SECURING STRATEGIC APPOINTMENTS“

 07.-07.05.2012.....	Securing Strategic Appointments	Amberg	795 EUR
26.-26.07.2012.....	Securing Strategic Appointments	Amberg	795 EUR

„NEGOTIATE SUCCESS“

 23.-23.03.2012.....	Negotiate Success	Amberg	1.195 EUR
28.-28.07.2012.....	Negotiate Success	Amberg	1.195 EUR

„EXECUTIVE IMPACT“

 09.-09.05.2012.....	Executive Impact	Amberg	1.195 EUR
26.-26.07.2012.....	Executive Impact	Amberg	1.195 EUR
 06.-06.07.2012.....	Executive Impact	Milan.....	1.195 EUR

Please note all workshops are held in local language.


General Note: All workshops can also be booked as an Inhouse seminar

COMBINED WORKSHOPS


„CONCEPTUAL SELLING & NEGOTIATE SUCCESS“

Date	Description	Location	Price
 21.-23.03.2012.....	Conceptual Selling & Negotiate Success	Amberg	2.795 EUR

„SECURING STRATEGIC APPOINTMENTS, CONCEPTUAL SELLING & EXECUTIVE IMPACT“

 07.-09.05.2012.....	Securing Strategic Appointments , Conceptual Selling & Executive Impact	Amberg	2.995 EUR
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„SECURING STRATEGIC APPOINTMENTS & CONCEPTUAL SELLING“

 07.-08.05.2012.....	Securing Strategic Appointments & Conceptual Selling	Amberg	2.295 EUR
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„STRATEGIC SELLING & CONCEPTUAL SELLING“

 23.-25.01.2012.....	Strategic & Conceptual Selling	Amberg	2.895 EUR
 23.-25.07.2012.....	Strategic & Conceptual Selling	Amberg	2.895 EUR
 25.-27.04.2012.....	Strategic & Conceptual Selling	Graz	2.895 EUR

Contact Information

PLEASE CONTACT THE PARTNER WHO IS RESPONSIBLE FOR YOUR COUNTRY:


KP2 GmbH, Kreuzer & Partners
Mrs. Judith Moser
 Fleurystraße 7
 D-92224 Amberg
 Judith.Moser@key2performance.com
 Phone: +49 9621 91 770-19
 Fax: +49 9621 91 770-66
 www.key2performance.com


Artax Consulting
Mr. Ennio Favarato
 Via B. Panizza, 12
 I-20144 Milan
 ennio.favarato@artaxconsulting.com
 Phone: +39 0245471148
 Fax: +39 0243981328
 www.artaxconsulting.com


Athena Values
Mr. Bruno Saucourt
 82, rue Marechal Foch
 F-78600 Maison Laffitte
 bruno.saucourt@athena-values.com
 Phone: +33 1 39 62 37 53
 www.athena-values.com


LMS Leadership
Mr. Luis Miguel Saiz
 C/Huesca, 8 Fuente el Saz
 ES-28140 Madrid
 lmsaiz@lmsleader.com
 Phone: +34 916 200834
 Fax: +34 916 200 834
 www.lmsleadership.com

Note: Please consider our early bird discount of 10 % for individual workshops and 5 % for combined workshops. (Registration 3 month in advance)