

Mercuri International Business School™ 2020 Estonia

Trainings and Seminars	Dates	Investment per participant € (+VAT)
JANUARY		
Price Selling Seminar / HS	31	190
FEBRUARY		
Closing Seminar / OS	7	190
Opportunity to Order / O2O	17-18	700
MARCH		
Strategical Negotiations / 540	9-10	700
Product Manager in Sales Organization / 102	23-24	700
APRIL		
Efficient Sales in 3 rd Millennium / 200 3MM	6-8	850
Sales Leadership / 101	13-15	975
MAY		
Social Selling / SM	18	380
Mercuri Leadership / MI-Lead	4-5	700
SEPTEMBER		
Differentiated Selling Seminar / DS	14	190
Efficient Sales in 3 rd Millennium / 200 3MM	21-23	850
OCTOBER		
Key Account Management / 412 I part	5-6	1100
Assertive Selling / 410	19-20	650
NOVEMBER		
Key Account Management / 412 II part	2	
DECEMBER		
Sales Leadership / 101	7-9	975

Place of Trainings and Seminars

Duration of time:

Trainings 8 academic hours 10:00 – 17:00

Seminarid 4 academic hours 10:00 – 13:15

Info:

mercuri.ee

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