

**Course:** Module Study International Sales Management  
**Start:** March 2022  
**Study type:** part-time

Date	Day	Time	Subject
09.03.2022	Wed	08:30 - 10:30	Introduction to Methodology
08.04.2022	Fri	08:30 - 17:30	International Sales Strategy
09.04.2022	Sat	08:30 - 17:30	International Sales Strategy
10.04.2022	Sun	08:30 - 17:30	International Sales Strategy
05.05.2022	Thur	08:30 - 17:30	Sales Organisation & Key Account Management
06.05.2022	Fri	08:30 - 17:30	Sales Organisation & Key Account Management
07.05.2022	Sat	08:30 - 17:30	Sales Organisation & Key Account Management
08.05.2022	Sun	08:30 - 17:30	Sales Organisation & Key Account Management
09.05.2022	Mon	08:30 - 17:30	International Projects
10.05.2022	Tue	08:30 - 17:30	International Projects
11.05.2022	Wed	08:30 - 17:30	International Projects
02.06.2022	Thur	08:30 - 17:30	Sales Channel Management
03.06.2022	Fri	08:30 - 17:30	Sales Channel Management
04.06.2022	Sat	08:30 - 17:30	Sales Channel Management
05.06.2022	Sun	08:30 - 17:30	Sales Channel Management
22.07.2022	Fri	08:30 - 17:30	Presentation International Projects