

Strategy Map for Sales Organisations

Sales
Management

Registration Form

☒ I subscribe for the seminar 'Strategy Map for Sales Organisations'.

☐ **English two day Seminar**

Dates: Day 1: November 20th 2013
Day 2: November 27th 2013
Timing: from 09:00 till 17:30
Location: Brussels
The Classic Domain - Beersel



Fax to
016-46 80 19

Overall
Company Goals
Vision & Mission

1. Commercial
Objectives

2. Strategy Map
4 Strategic
Building Blocks
with 12 KPI's

3. One Page
Management
Scoreboard

**Strategy Map is an Integrated Business Plan
with strong involvement of the whole organization**

5. Communication &
Reporting Tool for
the Board & your Team

4. Bridge Building
between
different Departments

80% exercises to construct your own Sales Strategy Map

During the seminar we go through the five steps with Real Life Examples and Exercises. At the end of the seminar, you will have your own Strategy Map.

The Strategy Map will give:

- A Clear View of your Commercial Vision
- A Direct Communication Tool, top down and bottom up
- Maximizes your time with your Sales Team and Focus on your Business
- Always up-to-date and time saving

Participant : _____
Function: _____
Company : _____ BTW/TVA: _____
Address : _____
Mobile : _____ PO n°: _____
E-mail : _____

Participation Fee

1170 EUR for one participant - 1990 EUR for 2 persons (VAT not included)

Special fee for the whole direction committee - for info: 016-46 59 00

Qfor certificate with 100 % customer satisfaction

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