

## techUK Training programme

10 ST Bride Street, London, EC4A 4AD

### LIST OF 2016 COURSES:

	<b>Training course</b>
1	Accelerating Cloud solution sales
2	Accelerating local government sales
3	Accelerating new public sector business
4	Accelerating repeatable ICT Chanel Sales
5	Account management and sales skills for techies
6	An introduction to education solutions sales
7	An Introduction to Export - Export Training
8	An introduction to the NHS and technology
9	An introduction to the UK Data Protection Act and the EU GDPR
10	Bids & Proposals – project management aspects (IN HOUSE OPTION ONLY)
11	Building board capabilities
12	Business Development Strategy Best Practice (IN HOUSE OPTION ONLY)
13	CISMP
14	Commercial awareness and leadership skills for techies
15	Consultative selling
16	Developing your organisation's bid capabilities
17	Effective International Sales & Marketing - Export Training
28	Engaging Analysts for Results
19	Generating big data solution sales
20	Growing Information Security Solution Sales
21	How to create Impact through Insight (IN HOUSE OPTION ONLY)
22	Information risk management workshop
23	Intercultural awareness for tech management (IN HOUSE OPTION ONLY)

24	Interviewing skills for technical managers (IN HOUSE OPTION ONLY)
25	Leadership and coaching skills for techies
26	Leveraging regulatory compliance for new solution sales
27	LinkedIn company profile
28	LinkedIn essentials
29	Making smaller project successful (IN HOUSE OPTION ONLY)
30	Managing risk and smaller projects (IN HOUSE OPTION ONLY)
31	Marketing risk management (IN HOUSE OPTION ONLY)
32	Masterclass in Big Data & Analytics
33	Maximising the performance of complex solution sales teams (IN HOUSE OPTION ONLY)
34	Negotiating with IT purchasing
35	Networking essentials
36	New marketing planning technique for growing ICT sales (IN HOUSE OPTION ONLY)
37	PCiIAA
38	Personal impact and presentation
39	Persuasive presentation design
40	Producing better proposals
41	Recruiting and attracting new talent (IN HOUSE OPTION ONLY)
42	Social media marketing to drive new solution sales
43	Powerful Storytelling for Tech
44	Successful Project Management
45	Suddenly I'm running a project (IN HOUSE OPTION ONLY)
46	Time management magic
47	Welcome to G-Cloud
50	Winning demos masterclass
51	Writing and utilising thought leadership sales collateral