

Agency and Sales Representative Agreement Management

Contracts Management

Course Overview

Agency and Sales Representative Agreement Management: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and...

What You Will Achieve

- Explain the core principles and current good practice in Agency and Sales Representative Agreement Management
- Apply practical tools and techniques for Agency and Sales Representative Agreement Management in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Agency and Sales Representative Agreement Management in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Directors, senior managers, heads of department, team leaders and high-potential professionals preparing for greater leadership responsibility.

Course Outline

1. Foundations of Agency and Sales Representative Agreement Management: principles, terminology and context
2. The business case: why Agency and Sales Representative Agreement Management matters to performance
3. Core tools, frameworks and methods
4. Applying the tools: guided case study and exercises
5. Common pitfalls and how experienced practitioners avoid them
6. Working with stakeholders: communication and influence
7. Measuring results and continuous improvement
8. Personal action planning and course review

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
19 to 23 Oct 2026	Johannesburg	\$1,395
26 to 30 Oct 2026	Cape Town	\$1,395
2 to 6 Nov 2026	Nairobi	\$1,450

9 to 13 Nov 2026	Kampala	\$1,650
16 to 20 Nov 2026	Durban	\$1,550
23 to 27 Nov 2026	Accra	\$1,450
30 Nov to 4 Dec 2026	Online	\$800
7 to 11 Dec 2026	Lagos	\$1,395

LTC Consultants

Suite 601, Block 2, Monument Office Park, 79 Steenbok Ave, Monument Park, Pretoria, 0181, South Africa

+27 68 403 2806 | info@ltcconsultants.net | ltcconsultant.co.za

Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.