Customer Retention and Subscription Revenue Management

Customer Service Management

Course Overview

Customer Retention and Subscription Revenue 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 Customer Retention and Subscription Revenue Management
- Apply practical tools and techniques for Customer Retention and Subscription Revenue Management in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Customer Retention and Subscription Revenue 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. Setting the scene: Customer Retention and Subscription Revenue Management in today's organisation
2. Key concepts and the language of Customer Retention and Subscription Revenue Management
3. Frameworks and good practice that deliver results
4. Hands-on application: workshop exercises and cases
5. Problem-solving clinic: participants' real challenges
6. Integrating Customer Retention and Subscription Revenue Management with day-to-day operations
7. Reporting, metrics and demonstrating value
8. Action planning: your first 90 days after the course

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
2 to 6 Nov 2026	Johannesburg	**$1,395**
9 to 13 Nov 2026	Durban	**$1,450**
16 to 20 Nov 2026	Accra	**$1,395**
23 to 27 Nov 2026	Online	**$750**

30 Nov to 4 Dec 2026	Lagos	**$1,550**

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