Sales Forecasting and Pipeline Management

Sales and Marketing

Course Overview

Sales Forecasting and Pipeline Management: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and live online.

What You Will Achieve

- Explain the core principles and current good practice in Sales Forecasting and Pipeline Management
- Apply practical tools and techniques for Sales Forecasting and Pipeline Management in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Sales Forecasting and Pipeline 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 Sales Forecasting and Pipeline Management: principles, terminology and context
2. The business case: why Sales Forecasting and Pipeline 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)
23 to 27 Nov 2026	Gaborone	**$1,450**
30 Nov to 4 Dec 2026	Kigali	**$1,650**
7 to 11 Dec 2026	Online	**$750**

LTC Consultants

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