

The Sales and Marketing Management Mba

Mini MBA Courses

Course Overview

The Sales and Marketing Management Mba: 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 The Sales and Marketing Management Mba
- Apply practical tools and techniques for The Sales and Marketing Management Mba in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine The Sales and Marketing Management Mba 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: The Sales and Marketing Management Mba in today's organisation
2. Key concepts and the language of The Sales and Marketing Management Mba
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 The Sales and Marketing Management Mba 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)
21 to 25 Sep 2026	Online	\$800
5 to 9 Oct 2026	Cape Town	\$1,450
12 to 16 Oct 2026	Lusaka	\$1,550
26 to 30 Oct 2026	Maputo	\$1,450
9 to 13 Nov 2026	Johannesburg	\$1,395
16 to 20 Nov 2026	Nairobi	\$1,550
30 Nov to 4 Dec 2026	Kampala	\$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.