

## Seminare | Legende

| Abkürzung       | Seminartitel                        | Dauer in Tagen | durch         |
|-----------------|-------------------------------------|----------------|---------------|
| UBB             | Unlock BidBox                       | 1              | BidBox GmbH   |
| WSP             | Winning Sales Proposals             | 2              | Shipleys GmbH |
| WES             | Winning Executive Summaries         | 1              | Shipleys GmbH |
| AP              | Account Planning                    | 1              | Shipleys GmbH |
| ACPW            | Account & Capture Planning Workshop | 1/2            | Shipleys GmbH |
| CM              | Capture Management                  | 2              | Shipleys GmbH |
| PTW             | Price to Win                        | 1              | Shipleys GmbH |
| APMP Foundation | APMP Foundation                     | 1-2            | Shipleys GmbH |

## Termine für Sie 2017

|               |      |                   |
|---------------|------|-------------------|
| 10.01.2017    | UBB  | Hilden/Düsseldorf |
| 11.01.2017    | WES  | Hilden/Düsseldorf |
| 17-18.01.2017 | WSP  | Hilden/Düsseldorf |
| 31.01.2017    | AP   | Hilden/Düsseldorf |
| 01.02.2017    | ACPW | Hilden/Düsseldorf |
| 02-03.02.2017 | CM   | Hilden/Düsseldorf |
| 14-15.02.2017 | WSP  | Hilden/Düsseldorf |
| 21.02.2017    | UBB  | Hilden/Düsseldorf |
| 22.02.2017    | WES  | Hilden/Düsseldorf |
| 07-08.03.2017 | WSP  | Hilden/Düsseldorf |
| 14.03.2017    | UBB  | Hilden/Düsseldorf |
| 15.03.2017    | WES  | Hilden/Düsseldorf |
| 23-24.03.2017 | CM   | Hilden/Düsseldorf |
| 28.03.2017    | AP   | Hilden/Düsseldorf |
| 29.03.2017    | ACPW | Hilden/Düsseldorf |
| 04.04.2017    | UBB  | Hilden/Düsseldorf |
| 05.04.2017    | WES  | Hilden/Düsseldorf |
| 25-26.04.2017 | WSP  | Hilden/Düsseldorf |
| 16.05.2017    | UBB  | Hilden/Düsseldorf |
| 17.05.2017    | WES  | Hilden/Düsseldorf |
| 18-19.05.2017 | CM   | Hilden/Düsseldorf |

|               |      |                   |
|---------------|------|-------------------|
| 23-24.05.2017 | WSP  | Hilden/Düsseldorf |
| 30.05.2017    | AP   | Hilden/Düsseldorf |
| 31.05.2017    | ACPW | Hilden/Düsseldorf |
| 08.06.2017    | UBB  | Hilden/Düsseldorf |
| 09.06.2017    | WES  | Hilden/Düsseldorf |
| 19-20.06.2017 | CM   | Hilden/Düsseldorf |
| 21.06.2017    | AP   | Hilden/Düsseldorf |
| 22.06.2017    | ACPW | Hilden/Düsseldorf |
| 27-28.06.2017 | WSP  | Hilden/Düsseldorf |
| 04.07.2017    | UBB  | Hilden/Düsseldorf |
| 05.07.2017    | WES  | Hilden/Düsseldorf |
| 06-07.07.2017 | CM   | Hilden/Düsseldorf |
| 11-12.07.2017 | WSP  | Hilden/Düsseldorf |
| 07.09.2017    | AP   | Hilden/Düsseldorf |
| 08.09.2017    | ACPW | Hilden/Düsseldorf |
| 12.09.2017    | UBB  | Hilden/Düsseldorf |
| 13.09.2017    | WES  | Hilden/Düsseldorf |
| 14-15.09.2017 | CM   | Hilden/Düsseldorf |
| 19-20.09.2017 | WSP  | Hilden/Düsseldorf |
| 10.10.2017    | UBB  | Hilden/Düsseldorf |
| 11.10.2017    | WES  | Hilden/Düsseldorf |
| 12.10.2017    | AP   | Hilden/Düsseldorf |
| 13.10.2017    | ACPW | Hilden/Düsseldorf |
| 07.11.2017    | UBB  | Hilden/Düsseldorf |
| 08.11.2017    | WES  | Hilden/Düsseldorf |
| 09-10.11.2017 | CM   | Hilden/Düsseldorf |
| 21-22.11.2017 | WSP  | Hilden/Düsseldorf |
| 28.11.2017    | AP   | Hilden/Düsseldorf |
| 29.11.2017    | ACPW | Hilden/Düsseldorf |
| 05.12.2017    | UBB  | Hilden/Düsseldorf |
| 06.12.2017    | WES  | Hilden/Düsseldorf |
| 07-08.12.2017 | CM   | Hilden/Düsseldorf |
| 12-13.12.2017 | WSP  | Hilden/Düsseldorf |