

**Spring 2019 Semester – January 23 – May 10, 2019 - TENTATIVE SCHEDULE**

*Schedule subject to changes. All times are in Pacific.*

<b>1</b>	<b>Fundamentals &amp; Strategy Module</b>	<b>DATE</b>	<b>DAY</b>	<b>TIME (PT)</b>
	Welcome & Introductions	23-Jan	Wednesday	4-6 pm
	Big Picture & Key Process (Enablement, Performance, Execution)	28-Jan	Monday	4-7 pm
	The Science of Selling	30-Jan	Wednesday	4-7 pm
	Sales Enablement	4-Feb	Monday	4-7 pm
	Sales Execution (Productivity/Efficiency)	6-Feb	Wednesday	4-7 pm
	Sales Performance: Goals, Territories, Quotas, Incentives	11-Feb	Monday	4-7 pm

<b>2</b>	<b>Tactics &amp; Operations Module</b>			
	Sales Planning Using Analytics	13-Feb	Wednesday	4-7 pm
	NO CLASS – PRESIDENT’S DAY	18-Feb	Monday	N/A
	Sales Dashboard & Metrics	20-Feb	Wednesday	4-7 pm
	Salesforce Initial Setup & Troubleshooting	25-Feb	Monday	4-7 pm
	Lead Management	27-Feb	Wednesday	4-7 pm
	Data Quality Management	4-Mar	Monday	4-7 pm
	Quota & Territory Management	6-Mar	Wednesday	4-7 pm
	NO CLASS – SPRING BREAK – MARCH 9-16	N/A	N/A	N/A
	Opportunity/Forecast/Close Management	18-Mar	Monday	4-7 pm
	Manage Products & Prices (Pricebooks, Global & CPQ)	20-Mar	Wednesday	4-7 pm
	Sales Compensation, Incentives & Rewards	25-Mar	Monday	4-7 pm
	Working With Marketing	27-Mar	Wednesday	4-7 pm

<b>3</b>	<b>Technology &amp; Certifications Module</b>			
	Sales Tech Stack Review & Sales Innovations	1-Apr	Monday	4-7 pm
	Business Case & Requirements Gathering for Sales Tech	3-Apr	Wednesday	4-7 pm
	Salesforce Automation	8-Apr	Monday	4-7 pm
	Salesforce Automation	10-Apr	Wednesday	4-7 pm
	Salesforce Reporting	15-Apr	Monday	4-7 pm
	Go To Market Strategies	17-Apr	Wednesday	4-7 pm

<b>4</b>	<b>Apprentorship</b>			
	Company Projects Week 1	22-Apr	Full Week	TBD
	Company Projects Week 2	29-Apr	Full Week	TBD
	Company Projects Week 3	6-May	Full Week	TBD