

Ethics in Sales Management

Workshop Purpose:

This workshop aims to cover the knowledge involved in managing an organisation's operations in ways that are consistent with its social and ethical principles, and which fulfil legal and regulatory requirements.



Workshop Outcomes:

On completion of this workshop participants will be able to:

- Know legal, regulatory, ethical and social requirements pertaining to the sales function
- Understand how to manage the sales function in a way that complies with legislation
- Know how to deal with non-compliance

(Note: This workshop is country specific and all related legislative requirements need to be provided to UPC well in advance to incorporate into training

Who should attend:

Any person involved in managing a sales force.

Duration:

2-day workshop or 1 day with pre-work

For a minimum of 8 to a *maximum of 20* participants.

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