



# The MI Sales Academy

## Welcome!

The MI Sales Academy has been designed around the modern business and for the modern business professional. It achieves this by providing a flexible, modular approach to people development.

Based on practical and highly effective Mercuri methodologies, proven for over 50 years with thousands of clients, the content of each module has been specifically designed to address the real life challenges facing managers and leaders in the 21<sup>st</sup> Century.

The Academy will support the long term development of your people in two key ways:

1. For those who require very specific development each module will focus on a core number of related topics which will be covered in detail. Each will be supported before and afterwards with related e-learning modules.
2. For those who require a long term development programme we will link various modules together to create a personal learning path, covering the critical topics in a time schedule tailored to the individual. We will also link various related e-learning modules in order to create a fully blended learning experience.

For those who are unsure about which modules are appropriate the MI Sales Academy contains an online competence evaluation tool which the participant can complete. This will identify the most appropriate development path. Access to this tool is via the link below:

[www.learningpath.net](http://www.learningpath.net)

Should you prefer to speak to a Mercuri Consultant before choosing your learning path please call us at: 00 44 (0)1932 844855

We look forward to welcoming you or your team member to the Sales Academy and wish you and them every success on the development journey.