

			Lichting 1	Lichting 2	Lichting 3
2018	OKTOBER	4 + 5	Masterclass 1 <i>Kick off</i> <i>Personal Development</i>		
		18 + 19	Masterclass 2 <i>Crossing the Chasm</i> <i>Personal Development</i>		
	NOVEMBER	1 + 2	Masterclass 3 <i>Preparing the Sales Part I</i> <i>Online sales Part I</i> <i>Personal Development</i>		
		15 + 16	Masterclass 4 <i>Challenger Sale</i> <i>Personal Development</i>		
	DECEMBER	13 + 14	Masterclass 5 <i>Negotiations Part I</i> <i>Personal Development</i> <i>Van contract naar LC (incl Tradegame)</i> <i>Preparing the Sales Part II</i>		
2019	JANUARI	10 + 11	Masterclass 6 <i>Van contract naar LC (incl Tradegame)</i> <i>Personal Development</i> <i>Negotiations Part II</i>		
		16		Matchingsdinner	
	FEBRUARI	7 + 8	Masterclass 7 <i>Online sales Part II</i> <i>Preparing the Sales Part III</i> <i>Personal Development</i>		
	MAART	21 + 22	Masterclass 8 21: Mentoring 22: Commercial teaching (Jacqueline Willemse)		
	APRIL	3			Selectiedag
		10			Masterclass Positionering
		25		Business case ontwerp	
	MEI	2 + 3	Masterclass 9 <i>Crossing the Chasm (Peter vd Fluit)</i> <i>Sales Process (Eric Voerman)</i>	Masterclass 1 <i>Crossing the Chasm (Peter vd Fluit)</i>	
		8			Masterclass Kernwaarden
		9		Business case ontwerp	
		22			Masterclass Interpersoonlijk
		23 + 24		Business case ontwerp - Reserve	
	JUNI	5			Wrap-up
		12			Eat & Greet
		13 + 14		Open Masterclass <i>Negotiations (Anil Joshi)</i>	
		19			Match event
		20 + 21	Masterclass 10 <i>Challenger Sale (Hielke Dijkstra)</i>		
	JULI	4 + 5			