

The Advanced Sales Management Program:

This self-paced program builds essential sales management expertise including team building, coaching, mentoring, communicating effectively, and managing a district as a business.

- Examines key business principles, leadership skills, and management strategies
- Benefits professionals who are on a management career track or in their first few years of management

Program Credit Requirements

The ASM Program requires 25 credits for completion including the following:

Eight credits are required from completion of the CMRI® **Management Development Certificate**. The 17 remaining CMRI® credits may come from:

SPECIFIC MANAGEMENT eMODULES

- Modules are online and require only 30-45 minutes to complete
- Each module carries .25 credits (4 modules = 1 credit)
- Range of topics allows each participant to choose from relevant key knowledge areas

SPECIFIC PROGRAMS OR BUNDLES

- We work with our clients often to build specific CMRI® learning programs or bundles of eModules that may be considered for credit within the ASM program.