



TWO DAYS. A NEW PERSPECTIVE.

the Challenger sales workshop.

Bring new insight, confidence and direction to complex B2B sales conversations.

A practical, in-person workshop exploring how to challenge customer thinking, build compelling commercial stories and create momentum in buying decisions.

teach

Bring commercial insight that changes customer thinking.

tailor

Connect your message to each stakeholder's priorities.

take control

Guide decisions and move the opportunity forward.

■ WHEN & WHERE

26–27 November 2026

Central London

Thursday: 9:00am–5:00pm

Friday: 9:00am–3:30pm

Optional Q&A on Friday from 3:30pm.

Venue address shared before the workshop.

■ YOUR PLACE

£1,500 per person

Limited to 16 participants.

Book one place or up to five together.

Includes two days of training, facilities and refreshments. Lunch not included.

OPTIONAL ADD-ON

Online learning support for one year

A year of access to the Challenger online learning platform.

£250
PER PERSON

■ YOUR FACILITATORS

Rebecca Allen & Sam Singh

Richardson Senior Consultant & Sales Trainer · Shipleyswins Managing Director

Designed for experienced B2B sales professionals; no previous Challenger experience needed.

Find out more & book here

■ QUESTIONS? CONTACT BECS

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