Planning your own development and setting time goals is key to learning skills AND putting them into practice.

Short Term Goals (cover daily skills - 1 month duration)
- Technical updates
- Demo practice
- Presentation practice
- Whiteboard practice
- Discovery skills
- Pricing and proposal positioning

Long Term Goals (cover advanced skills - 3 months or 6 months duration)
- Technical solution presentation skills
- Business presentations skills
- Value storytelling
- Workshop skills
- Use case survey
- Competitive positioning