

Training & Education Plan July – December 2016

| # | Topic | July | August | September | October | November | December | |
|------------------------------|---|------|----------|-----------|----------|-------------|----------|--|
| Humans' Development | | | | | | | | |
| 1 | Effective Business Writing S01 | | 15-16-17 | | | | | |
| 2 | Change Management M102 | | 30-31 | | | | | |
| 3 | Coaching & Mentoring L101 | | 24-25 | | | | | |
| 4 | How to Create & Implement an Effective Sales Strategy SS304 | | | | | 14-15 | | |
| 5 | Key Accounts Management SS103 | | | | | 7-8 | | |
| 6 | Strategic Management M101 | | | 26 | | | | |
| 7 | Hiring The Best HR101 | | | 27-28 | | | | |
| 8 | Compensation & Benefits HR102 | | | | 17-18 | | | |
| 9 | KPI's, Designed to Perform HR103 | | | | | 21-22 | | |
| 10 | Training & Development HR104 | | | | | | 13-14 | |
| 11 | Sell to Win SS301 | | | | | | 3-4 | |
| 12 | Strategic Marketing M201 | | | | | 28-29 | | |
| 13 | Finance For Non-Financials F101 | TBA | | | | | | |
| Technical Courses | | | | | | | | |
| 1 | Project Management TPM101 | | | | | 14-15-16-17 | | |
| 2 | Investment in Commercial & Retail Properties TINV101 | TBA | | | | | | |
| 3 | Risk Management 101 TRM101 | | | | | | 19-20 | |
| Innovation Strategies | | | | | | | | |
| 1 | Digital Marketing M202 | | | | 25-26-27 | | | |
| 2 | Consumer Psychology M203 | | | | | | 7-8 | |

Full Days: From 9:30 AM until 4:00 PM - TBA: To Be Announced – AN: Afternoon from 5:00 PM till 9:00 PM

Early Bird Reservations & Group-Corporate special rates are available.

Dates above are subject to change, check with administration for more details. Tailored Courses/Workshops Available upon Request.
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