

PAKISTAN INSTITUTE OF MANAGEMENT
COURSE FEE: FEBRUARY – JULY 2010

Fee Chart Effective From February 2010

Name of Courses	Non		Contributory
	Members	Members	Members
37 th Advanced Management Program (FD)	60,000	55,000	50,000
3D Presentation Skills Using Power Point & Flash Tools	6,500	6,000	5,500
Accounting Concepts & Practices	11,000	10,000	9,500
Advanced MS Excel	7,500	7,000	6,500
Advanced MS Office	6,500	6,000	5,500
Assertiveness Skills	9,000	8,500	8,000
Advanced Microsoft Project	12,000	11,500	11,000
Advance MS Access 2007 with MS SQL Server 2008	6,500	6,000	5,500
Basics of International Trade (FD)	8,000	7,000	6,000
Basics of Business English	10,000	9,000	8,500
Better Field Sales Management	12,000	11,000	10,500
Contracts Management	15,000	14,000	13,500
Computer & Internet Security: Threats & Countermeasures	7,000	6,500	6,000
Conflict Management	8,500	8,000	7,500
Creating Organizational Excellence	15,000	14,000	13,000
Cost & Management Accounting for Non-Financial Managers	12,500	11,500	10,500
Customer Relationship Management	9,500	8,500	7,500
Critical Customer & Competitor Analysis for Winning Markets	10,500	9,500	8,500
Desktop Publishing (Using Inpage CorelDraw & Photoshop)	6,000	5,500	5,000
Developing Managerial Competencies	16,000	15,000	14,500
Development Course for Supervisors	10,000	9,500	9,000
Development Course for Managers	14,000	13,000	12,500
Developing Marketing Skills	10,000	9,000	8,000
Event Management Skills	7,500	7,000	6,000
Effective Communication Skills	14,000	13,000	12,000
Developing Effective Public Relations Strategy	8,000	7,000	6,000
Effective Complaint Handling	8,000	7,000	6,000
Effective Disaster Recovery Planning for IT Infrastructure	8,000	7,000	6,000
Effective Delegating Skills	6,000	5,500	5,000
Executive Secretaries Course	10,000	9,000	8,500
Effective Letters, Reports & Presentations	11,500	11,000	10,000
Effective Purchase Management	11,500	11,000	10,000
Employee Counseling for Increased Performance	9,000	8,000	7,000
Emotional Intelligence (FD)	20,000	18,000	16,000
Effective Project Risk Management (FD)	16,000	15,000	14,000
Effective Project Leadership (FD)	6,000	6,000	6,000
Effective Employee Orientation	7,000	6,000	5,000
Finance & Accounting for Non-Financial Executives	16,000	15,000	14,000
Financial Analysis: Concepts & Techniques	11,500	11,000	10,000
Financial Management Course	11,500	11,000	10,000
Forecasting Techniques for Managers	11,000	10,000	9,500
Handling Difficult People	9,000	8,000	7,500
How Do Effective Managers Organize Themselves	12,000	11,000	10,000
How to Conduct Effective Meetings	4,000	4,000	4,000
How to Improve Morale, Motivation & Commitment	13,500	12,500	11,500
How To Prepare a Marketing Plan	9,000	8,000	7,500
How to Develop and Implement a Performance Management System	12,000	11,500	11,000
How to Conduct Successful Selection Interviews	8,000	7,000	6,000
Implementing Oracle 11g Data Guard	6,500	6,000	5,500
Improving Spoken English Skills	11,000	10,000	9,500
Improving Personal Effectiveness	13,000	12,000	11,500
Improving Workplace Effectiveness Through Creativity & Innovation	8,000	7,000	6,000
Internal Auditing for ISO 9001:2008	10,500	9,500	8,500
Introduction to Human Resource Management	12,500	11,500	10,500
Introduction to Project Management	17,000	16,000	15,000
Implementing 5S	7,000	6,500	6,000
Implementing Quality Circles (NEW)	7,500	7,000	6,500
Implementing SQL Server 2008 Failover Cluster (HA)	6,500	6,000	5,500

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Job Analysis for HR Decisions	7,500	7,000	6,500
KAIZEN: Tools for Continuous Improvement	10,000	9,000	8,500
Knowledge Management & Organizational Development	8,500	8,000	7,500
Learn MS-Office 2007 in Six Days	6,500	6,000	5,500
Learn Microsoft Office in 6 Days	6,500	6,000	5,500
Learn Microsoft Access for Building Business Database	8,000	7,000	6,500
Management of Change	5,000	5,000	5,000
Maintenance Management: From Breakdown Maintenance to Total Productive Maintenance (TPM)	10,000	9,000	8,500
Management Course for Junior Executives	15,000	14,000	13,000
Materials Handling and Warehousing	10,500	9,500	8,500
Materials Management	13,000	12,000	11,000
Managerial Skills for Women	8,000	7,500	7,000
Management By Objectives	10,500	9,500	9,000
Management of Production Operations	11,000	10,000	9,500
Management of Service Operations	10,000	9,500	9,000
Management for Educational Leaders	6,000	6,000	6,000
Negotiation Skills	12,000	11,500	11,000
Oracle Applications R12: General Ledger (Oracle E-Business Suite)	6,500	6,000	5,500
Production Planning, Scheduling & Control	10,000	9,000	8,500
Project Monitoring & Control	13,000	12,000	11,000
Planning & Conducting Information Systems Audit	15,000	14,000	13,500
Presentation Skills for Managers	11,000	10,000	9,000
Principles of Good Management	12,000	11,000	10,000
Problem Solving & Decision Making Skills	16,000	15,000	14,000
Project Performance Management Using Earned Value (FD)	15,000	14,000	13,000
Personal Imaging	4,000	4,000	4,000
Quality Assurance	10,000	9,000	8,500
Research Techniques for Decision Making	8,000	7,000	6,000
Selling Competencies	10,000	9,500	9,000
Skills in Supervision	12,000	11,000	10,000
Skills in Administration	12,000	11,000	10,500
Skills in Goal Setting and Work Planning	13,000	12,000	11,000
Stress Management	9,000	8,000	7,500
Six Sigma: The Break Through Management Strategy	11,000	10,500	10,000
Supply Chain Management	17,000	16,000	15,500
Strategic Project Portfolio Management (FD) (New)	20,000	19,000	18,000
Seminar on Balanced Score Card	7,000	6,000	5,000
Small Business Management	4,000	4,000	4,000
Seminar on Project Management for CEOs (FD)	10,000	10,000	10,000
Seminar on Business Intelligence for Competitive Advantage (FD)	7,000	6,500	6,000
System Network Security: Tools & Techniques (New)	8,000	7,500	7,000
Team Work: Getting People to Work Together	16,000	15,000	14,000
Training Techniques for Trainers	15,000	14,000	13,000
Telephone Courtesy	6,000	5,500	5,000
The Art of Technical Writing & its Advantages	10,000	9,000	8,500
The Power of Positive Thinking	10,000	9,000	8,500
Training Needs Analysis	10,000	9,000	8,000
Tools & Techniques for Information Systems Audit (New)	6,000	5,500	5,000
Understanding Pakistan's Economy for Effective Decision Making	10,000	9,000	8,500
Understanding Pakistan's Budget & Monetary Policy	8,000	7,000	6,000
Value Stream Mapping (VSM) (New)	7,000	6,500	6,000
Workshop on Preparing Human Resource Policy Manual	12,000	11,000	10,500
Workshop on Developing Corporate Image	9,000	8,000	7,000
Workshop on Enterprise Resource Planning	10,000	9,000	8,000
Workshop on Supply Chain Operations Ref.-Model[SCOR] Version 9.0	10,000	9,000	8,000

Note: PIM reserves the right to change the fee structure as when required