



Pakistan Institute of Management  
Ministry of Industries & Production  
Government of Pakistan



# MANAGEMENT TRAINING & DEVELOPMENT PROGRAM

February 2018 to July 2018



**PROGRESS THROUGH BETTER MANAGEMENT**





# PAKISTAN INSTITUTE OF MANAGEMENT

## CALENDAR OF EVENTS AND FEE CHART

(FEBRUARY 2018 to JULY 2018)



PIM is a pioneer in the field of training in Pakistan specializing in training and development of managers from the industry. We are well aware of the growing and complex needs of the market and develop our programs to facilitate business managers in order to enhance their managerial excellence. PIM now offers courses for the period February 2018 to July 2018.

KARACHI					
DATE	COURSE TITLE	FEE (Rs)	DATE	COURSE TITLE	FEE (Rs)
Feb 06 - 07	GREAT CUSTOMER SERVICE	21,000	Jul 02 - 03	MIND OPENERS FOR MANAGERS	21,000
Feb 06	HOW TO CONDUCT EFFECTIVE MEETINGS	12,000	Jul 02 - 04	TRAINING TECHNIQUES FOR TRAINERS	27,000
Feb 06 - 07	CORPORATE & BUSINESS LAW	21,000	Jul 09 - 10	INTERNAL AUDITING FOR MANGEMENT SYSTEMS	21,000
Feb 12 - 14	FINANCIAL ANALYSIS: CONCEPTS AND TECHNIQUES	27,000	Jul 09 - 11	FINANCE AND ACCOUNTING FOR NON-FINANCIAL EXECUTIVES	27,000
Feb 12 - 14	ADVANCED MS OFFICE	21,000	Jul 09 - 11	EFFECTIVE COMMUNICATION SKILLS	27,000
Feb 12 - 13	GETTING RESULTS WITH LEAST EFFORTS	21,000	Jul 16 - 17	EVENT MANAGEMENT SKILLS	21,000
Feb 19 - 20	CONTRACTS MANAGEMENT	21,000	Jul 16 - 17	PROJECT MONITORING, EVALUATION & CONTROL	21,000
Feb 19 - 20	MOTIVATING SELF & OTHERS	21,000	Jul 16 - 17	EFFECTIVE DELEGATION SKILLS	21,000
Feb 19 - 20	DEVELOPING HUMAN RESOURCE AND ADMINISTRATIVE POLICY MANUAL	21,000	Jul 16 - 17	ESTABLISHING SOC & CERTS IN ORGANIZATIONS	21,000
Feb 22 - 23	TRAINING NEEDS ANALYSIS	21,000	Jul 16 - 18	IMPROVING PERSONAL EFFECTIVENESS	27,000
Feb 26 - 27	CREATING ORGANIZATIONAL EXCELLENCE	21,000	Jul 23 - 24	SUPPLY CHAIN MANAGEMENT	21,000
Feb 26 - 28	EFFECTIVE LETTERS, REPORT AND PRESENTATIONS	27,000	Jul 23 - 24	THE POWER OF POSITIVE THINKING	21,000
Feb 26 - 28	BRINGING 4TH INDUSTRIAL REVOLUTION TO OUR COMPANY	27,000	Jul 25 - 26	MANAGEMENT BY OBJECTIVES	21,000
Mar 05 - 07	TEAM WORK: GETTING PEOPLE TO WORK TOGETHER	27,000	Jul 30 - 31	UNDERSTANDING PPRA RULES	21,000
Mar 05 - 07	SKILLS IN GOAL SETTING AND WORK PLANNING	27,000	Jul 30 - 31	ESSENTIAL OF PERFORMANCE MANAGEMENT SYSTEM AND ITS IMPLEMENTATION	21,000
Mar 05 - 07	PRINCIPLES OF GOOD MANAGEMENT	27,000	Jul 30 - Aug 1	QUALITY ASSURANCE & MANAGEMENT	27,000
Mar 05 - 06	HANDLING DIFFICULT PEOPLE	21,000	<b>LAHORE</b>		
Mar 05 - 06	CREATING COMPETITIVE AND PRODUCTIVE MINDSET	21,000			
Mar 12 - 13	EFFECTIVE PURCHASE MANAGEMENT	21,000	Feb 06 - 07	TALENT MANAGEMENT	21,000
Mar 12 - 13	DASHBOARD REPORTING & ADVANCED DATA ANALYSIS WITH MS EXCEL	21,000	Feb 06 - 08	PRINCIPLES OF GOOD MANAGEMENT	27,000
Mar 19 - 20	UNDERSTANDING LABOUR LAWS & POLICIES	21,000	Feb 06 - 08	TECHNOLOGY GOVERNANCE: CONCEPTS AND TECHNIQUES	27,000
Mar 26 - 27	NEGOTIATION SKILLS	21,000	Feb 12 - 16	SIX SIGMA: GREEN BELT	35,000
Mar 26 - 27	MATERIAL HANDLING AND WAREHOUSING	21,000	Feb 12 - 13	3D PRESENTATION SKILLS USING POWERPOINT & FLASH TOOLS	21,000
Mar 26 - 27	STRATEGIC MARKETING MANAGEMENT	25,000	Feb 14	PREVENTING EXECUTIVE DERAILMENT	20,000
Mar 26 - 27	INSURANCE SALES MANAGEMENT	21,000	Feb 19 - 20	STRESS MANAGEMENT	21,000
Apr 02 - 03	ENHANCING LEADERSHIP SKILLS	21,000	Feb 19 - 20	THE POWER OF POSITIVE THINKING	21,000
Apr 02 - 03	HOW DO EFFECTIVE MANAGERS ORGANIZE THEMSELVES	21,000	Feb 19 - 21	DATA SCIENCE FOR DECISION MAKING	27,000
Apr 02 - 03	ASSERTIVENESS SKILLS	21,000	Feb 22 - 23	GOOD BUSINESS ETIQUETTES	21,000
Apr 02 - 06	SIX SIGMA: GREEN BELT	35,000	Feb 26 - 27	DEVELOPING HR AND ADMINISTRATIVE POLICY MANUAL	21,000
Apr 02 - 04	TECHNOLOGY GOVERNANCE: CONCEPTS AND TECHNIQUES	27,000	Feb 26 - 28	IMPROVING PERSONAL EFFECTIVENESS	27,000
Apr 09 - 11	PROBLEM SOLVING AND DECISION MAKING SKILLS	27,000	Feb 26 - Mar 2	WORKSHOP ON PROJECT MANAGEMENT	30,000
Apr 09 - 10	ADVANCED MS EXCEL	18,000	Mar 02 - 03	UNDERSTANDING PPRA RULES	21,000
Apr 09 - 11	PLANNING & SCHEDULING WITH PRIMAVERA P6 V16.1	27,000	Mar 05 - 06	MAINTENANCE MANAGEMENT: FROM BREAKDOWN MAINTENANCE TO TOTAL PRODUCTIVE MAINTENANCE	21,000
Apr 09 - 13	CISCOM – CERTIFICATE IN SUPPLY CHAIN & OPERATIONS MANAGEMENT	99,000	Mar 05 - 07	ADVANCED MS ACCESS 2010 WITH MYSQL SERVER	21,000
Apr 09 - 10	BRANDS MANAGEMENT	21,000	Mar 07 - 09	QUALITY ASSURANCE & MANAGEMENT	27,000
Apr 12 - 14	DIGITAL TRANSFORMATION	27,000	Mar 07	LEADERSHIP FOR CEOs	20,000
Apr 16 - 17	COST EVALUATION AND BUDGETING	21,000	Mar 12 - 13	DASHBOARD REPORTING & DATA ANALYSIS WITH MS EXCEL	21,000
Apr 16 - 18	HUMAN RESOURCES MANAGEMENT	27,000	Mar 12 - 13	BUILDING RESILIENCE: PREPARE YOURSELF TO THRIVE IN CHALLENGING TIMES	21,000
Apr 16 - 20	WORKSHOP ON PROJECT MANAGEMENT	30,000	Mar 12 - 14	TRAINING TECHNIQUES FOR TRAINERS	27,000
Apr 23 - 24	DEVELOPMENT COURSE FOR SUPERVISORS	18,000	Mar 14 - 16	HUMAN RESOURCES MANAGEMENT	27,000
Apr 23 - 24	STRESS MANAGEMENT	21,000	Mar 19 - 20	SKILLS IN ADMINISTRATION	21,000
Apr 23 - 24	BUILDING RESILIENCE: PREPARE YOURSELF TO THRIVE IN CHALLENGING TIMES	21,000	Mar 19 - 21	FINANCIAL ANALYSIS: CONCEPTS AND TECHNIQUES	27,000
May 02 - 03	STRATEGIC DELIVERY OF CHANGE: ORGANIZATIONAL SUCCESS	25,000	Mar 21 - 23	LEAN 5S ADVANCE COURSE	27,000
May 02 - 03	ART OF MANAGING CONFLICT EFFECTIVELY	21,000	Mar 26	INNOVATIVE LEADERSHIP	21,000
May 07	SEMINAR ON STRATEGY FORMULATION	15,000	Mar 26 - 27	SECURITY AND RISK MANAGEMENT	36,000
May 07 - 08	SECURITY AND RISK MANAGEMENT	36,000	Mar 26 - 27	SKILLS IN SUPERVISION	21,000
May 07 - 08	DEVELOPING MANAGERIAL COMPETENCIES	21,000	Mar 26 - 27	LEARN MS OFFICE 2016	18,000
May 07 - 08	MODERN SECRETARIAL PRACTICES	21,000	Mar 26 - 27	ESSENTIAL OF PERFORMANCE MANAGEMENT SYSTEM AND ITS IMPLEMENTATION	21,000
May 07 - 09	BEST PRACTICES IN HYGIENE AND FOOD SAFETY MANAGEMENT	27,000	Mar 26 - 28	PRODUCTION OPERATIONS MANAGEMENT	27,000
Jun 25 - 26	SKILLS IN ADMINISTRATION	21,000	Mar 27 - 28	MANAGERIAL TRANSITION: FROM OPERATIONAL MANAGER TO STRATEGIC THINKER	27,000
Jun 25 - 26	PRESENTATION SKILLS FOR MANAGERS	21,000	Apr 02 - 03	MANAGING LEARNING AND DEVELOPMENT FUNCTION	21,000
Jun 25 - 26	MANAGING LEARNING AND DEVELOPMENT FUNCTION	21,000	Apr 02 - 04	TEAM WORK: GETTING PEOPLE TO WORK TOGETHER	27,000
Jun 25 - 27	WORKSHOP ON STRATEGIC PLANNING	25,000	Apr 02 - 04	SKILLS IN GOAL SETTING AND WORK PLANNING	27,000
Jun 25 - 27	BASICS OF BUSINESS ENGLISH	27,000			



# PAKISTAN INSTITUTE OF MANAGEMENT

## CALENDAR OF EVENTS AND FEE CHART

(FEBRUARY 2018 to JULY 2018)



LAHORE			ISLAMABAD		
DATE	COURSE TITLE	FEE (Rs)	DATE	COURSE TITLE	FEE (Rs)
Apr 09 - 10	PROJECT MONITORING, EVALUATION & CONTROL	21,000	Feb 21 - 22	UNDERSTANDING PPRA RULES	21,000
Apr 09 - 10	PRESENTATION SKILLS FOR MANAGERS	21,000	Feb 26 - 27	HOW DO EFFECTIVE MANAGERS ORGANIZE THEMSELVES	21,000
Apr 12 - 13	COUNSELLING SKILLS	21,000	Feb 26 - 27	BRANDS MANAGEMENT	21,000
Apr 12 - 13	A COMPREHENSIVE APPROACH TO STRATEGIC HR MANGEMENT	21,000	Feb 27 - 28	EVENT MANAGEMENT SKILLS	21,000
Apr 16 - 17	NEGOTIATION SKILLS	21,000	Feb 28 - 01 Mar	HANDLING DIFFICULT PEOPLE	21,000
Apr 16 - 18	EFFECTIVE LETTERS, REPORT AND PRESENTATIONS	27,000	Mar 05 - 06	ADVANCED MS EXCEL	18,000
Apr 16 - 18	CONTINUAL IMPROVEMENT THROUGH KAIZEN MANAGEMENT SYSTEM	27,000	Mar 07 - 08	ART OF MANAGING CONFLICT EFFECTIVELY	21,000
Apr 16	THE POWER OF CONNECTION (ACTIVITY BASED LEARNING)	21,000	Mar 07 - 08	HEALTH AND WELLNESS AT WORK	21,000
Apr 18 - 20	EFFECTIVE COMMUNICATION SKILLS	27,000	Mar 12 - 13	CORPORATE & BUSINESS LAW	21,000
Apr 19 - 20	MOTIVATING SELF & OTHERS	21,000	Mar 12 - 16	WORKSHOP ON PROJECT MANAGEMENT	30,000
Apr 23 - 24	SELLING COMPETENCIES	21,000	Mar 14 - 16	EFFECTIVE COMMUNICATION SKILLS	27,000
Apr 23 - 25	ADVANCED MS OFFICE	21,000	Mar 15 - 16	DIGITAL FORENSICS	21,000
Apr 25 - 27	DATA ANALYSIS TECHNIQUES FOR EFFECTIVE DECISION MAKING	21,000	Mar 19 - 20	STRATEGIC DELIVERY OF CHANGE: ORGANIZATIONAL SUCCESS	25,000
Apr 30 - 04 May	CISCOM – CERTIFICATE IN SUPPLY CHAIN & OPERATIONS MANAGEMENT	99,000	Mar 19 - 20	STRESS MANAGEMENT	21,000
May 02 - 03	EFFECTIVE PURCHASE MANGEMENT	21,000	Mar 19 - 21	DIGITAL TRANSFORMATION	27,000
May 02 - 03	HANDLING DIFFICULT PEOPLE	21,000	Mar 22	WORKPLACE DIVERSITY	12,000
May 02 - 03	MIND OPENERS FOR MANAGERS	21,000	Mar 26 - 27	ART OF PEAK PERFORMANCE	21,000
May 04 - 05	EFFECTIVE DELEGATION SKILLS	21,000	Mar 29 - 30	WORKPLACE HARASSMENT & VIOLENCE	21,000
May 07 - 08	SAP BUSINESS ONE	21,000	Apr 02 - 03	ANGER MANAGEMENT	21,000
May 07 - 08	TRAINING NEEDS ANALYSIS	21,000	Apr 02 - 04	HOW TO BECOME SUCCESSFUL CONSULTANT	27,000
May 07 - 08	INTERNAL AUDITING FOR MANGEMENT SYSTEMS	21,000	Apr 05	PREVENTING EXECUTIVE DERAILMENT	20,000
Jun 25 - 27	PROBLEM SOLVING AND DECISION MAKING SKILLS	27,000	Apr 09 - 10	CONTRACTS MANAGEMENT	21,000
Jun 25 - 27	PLANNING & SCHEDULING WITH PRIMAVERA P6 V16.1	27,000	Apr 09 - 11	FINANCE AND ACCOUNTING FOR NON-FINANCIAL EXECUTIVES	27,000
Jun 25 - 27	BEST PRACTICES IN HYGIENE AND FOOD SAFETY MANAGEMENT	27,000	Apr 10 - 12	INTEGRATED QHSE MANAGEMENT SYSTEM	21,000
Jul 02 - 03	SUPPLY CHAIN MANAGEMENT	21,000	Apr 12 - 13	FOSTERING INTRA-PRENEURIAL SKILLS IN ORGANIZATIONS	21,000
Jul 02 - 03	ENHANCING LEADERSHIP SKILLS	21,000	Apr 16 - 17	ENERGY MANAGEMENT	21,000
Jul 02 - 03	CONTRACTS MANAGEMENT	21,000	Apr 17 - 19	EMOTIONAL INTELLIGENCE FOR WORKPLACE SUCCESS	27,000
Jul 02 - 03	STRATEGIC MARKETING MANAGEMENT	25,000	Apr 19 - 20	INTERNET OF THINGS (IOTs)	21,000
Jul 02 - 03	CREATING COMPETITIVE AND PRODUCTIVE MINDSET	21,000	Apr 23 - 25	PRINCIPLES OF GOOD MANAGEMENT	27,000
Jul 09 - 10	STRATEGIC DELIVERY OF CHANGE: ORGANIZATIONAL SUCCESS	25,000	Apr 23 - 24	ENHANCING LEADERSHIP SKILLS	21,000
Jul 09 - 10	DEVELOPMENT COURSE FOR SUPERVISORS	18,000	May 02 - 03	STRATEGIC MANAGEMENT	25,000
Jul 10 - 11	DEVELOPING MANAGERIAL COMPETENCIES	21,000	May 02 - 03	DASHBOARD REPORTING & ADVANCED DATA ANALYSIS WITH MS EXCEL	21,000
Jul 16 - 18	ASSERTIVENESS SKILLS	21,000	May 02	CONFLICT MANAGEMENT	11,000
Jul 16 - 17	ADVANCED MS EXCEL	18,000	May 04	LEADERSHIP FOR CEOS	20,000
Jul 16 - 17	INVENTORY MANAGEMENT	21,000	May 07 - 08	PROJECT MONITORING, EVALUATION & CONTROL	21,000
Jul 23 - 24	DISTRIBUTION AND CHANNEL MANAGEMENT	21,000	May 07 - 09	HUMAN RESOURCE MANAGEMENT	27,000
Jul 23 - 24	INSURANCE SALES MANAGEMENT	21,000	May 07 - 08	RESULT BASED MANAGEMENT AND MONITORING	21,000
Jul 23 - 25	BRINGING 4TH INDUSTRIAL REVOLUTION TO OUR COMPANY	27,000	May 08 - 10	LEAN 5S ADVANCE COURSE	27,000
Jul 25 - 27	WORKSHOP ON STRATEGIC PLANNING	25,000	May 09 - 11	TEAM WORK: GETTING PEOPLE TO WORK TOGETHER	27,000
Jul 30 - 31	MANAGING MULTIPLE PROJECTS EFFECTIVELY	21,000	Jun 25 - 29	SIX SIGMA: GREEN BELT	35,000
Jul 30 - 31	GREAT CUSTOMER SERVICE	21,000	Jun 25 - 26	TRAINING NEEDS ANALYSIS	21,000
Jul 30 - Aug 1	ORACLE 12C DATA GUARD	21,000	Jun 25 - 26	DISASTER MANAGEMENT	21,000
<b>ISLAMABAD</b>			Jul 02 - 03	KNOWLEDGE MANAGEMENT & ORGANIZATIONAL LEARNING	21,000
			Jul 09 - 10	MOTIVATING SELF & OTHERS	21,000
Feb 06	SEMINAR ON STRATEGY FORMULATION	15,000	Jul 09 - 10	DEVELOPING HR & ADMIN POLICY MANUAL	21,000
Feb 06 - 07	SECURITY AND RISK MANAGEMENT	36,000	Jul 09 - 10	A COMPREHENSIVE APPROACH TO STRATEGIC HR MANGEMENT	21,000
Feb 06 - 07	NEGOTIATION SKILLS	21,000	Jul 09 - 10	UNDERSTANDING THE BANKING LAWS AND ITS PRACTICE	21,000
Feb 06 - 07	UNDERSTANDING LABOUR LAWS & POLICIES	21,000	Jul 10 - 11	BUDGETS AND FINANCIAL REPORTS	21,000
Feb 07	DEVELOPING SUSTAINABLE LEADERSHIP IN THE ORGANIZATION	18,000	Jul 11 - 13	QUALITY ASSURANCE & MANAGEMENT	27,000
Feb 08 - 09	SUPPLY CHAIN MANAGEMENT	21,000	Jul 12 - 13	WASTE MANAGEMENT	21,000
Feb 08 - 09	INTERNAL AUDIT FOR QMS/EMS/OHSAS	21,000	Jul 16 - 17	UNDERSTANDING BUSINESS & COMMERCIAL LAWS OF PAKISTAN	21,000
Feb 12 - 13	PRESENTATION SKILLS FOR MANAGERS	21,000	Jul 16 - 18	TECHNOLOGY GOVERNANCE: CONCEPTS AND TECHNIQUES	27,000
Feb 13 - 15	PROBLEM SOLVING AND DECISION MAKING SKILLS	27,000	Jul 23 - 24	SKILLS IN ADMINISTRATION	21,000
Feb 14 - 16	BRINGING 4TH INDUSTRIAL REVOLUTION TO OUR COMPANY	27,000	Jul 25 - 27	ADVANCED MS OFFICE	18,000
Feb 21 - 22	MODERN SECRETARIAL PRACTICES	21,000	Jul 30	THE POWER OF CONNECTION (ACTIVITY BASED LEARNING)	21,000
			Jul 30 - 31	CYBER SECURITY	21,000

- Courses can also be arranged on an in-house basis to meet our clients' specialized needs. These courses can be conducted at PIM or any other location.

- PIM Offers Complimentary participation and fee discounts in courses to various categories of PIM Memberships.
- Fee is exclusive of all applicable taxes.
- PIM reserves the right to change the fee structure at any time.





# PAKISTAN INSTITUTE OF MANAGEMENT

CATEGORY Wise COURSES  
(FEBRUARY 2018 to JULY 2018)



COMMUNICATION				GENERAL MANAGEMENT			
	DATE	CITY	FEE (Rs)		DATE	CITY	FEE (Rs)
Basics of Business English	Jun 25 - 27	Karachi	27,000	Preventing Executive Derailment	Feb 14 Apr 05	Lahore Islamabad	20,000
Effective Communication Skills	Mar 14 - 16 Apr 18 - 20 Jul 09 - 11	Islamabad Lahore Karachi	27,000	Principles of Good Management	Feb 06 - 08 Mar 05 - 07 Apr 23 - 25	Lahore Karachi Islamabad	27,000
Effective Letters, Report and Presentations	Feb 26 - 28 Apr 16 - 18	Karachi Lahore	27,000	Problem Solving and Decision Making Skills	Feb 13 - 15 Apr 09 - 11 Jun 25 - 27	Islamabad Karachi Lahore	27,000
Presentation Skills for Managers	Feb 12 - 13 Apr 09 - 10 Jun 25 - 26	Islamabad Lahore Karachi	21,000	Skills In Administration	Mar 19 - 20 Jun 25 - 26 Jul 23 - 24	Lahore Karachi Islamabad	21,000
FINANCIAL MANAGEMENT/INSURANCE				Skills In Goal Setting and Work Planning	Mar 05 - 07 Apr 02 - 04	Karachi Lahore	27,000
Budgets and Financial Reports	Jul 10 - 11	Islamabad	21,000	Skills In Supervision	Mar 26 - 27	Lahore	21,000
Cost Evaluation and Budgeting	Apr 16 - 17	Karachi	21,000	Team Work: Getting People To Work Together	Mar 05 - 07 Apr 02 - 04 May 09 - 11	Karachi Lahore Islamabad	27,000
Finance and Accounting For Non-Financial Executives	Apr 09 - 11 Jul 09 - 11	Islamabad Karachi	27,000	The Power Of Connection (Activity Based Learning)	Apr 16 Jul 30	Lahore Islamabad	21,000
Financial Analysis: Concepts and Techniques	Feb 12 - 14 Mar 19 - 21	Karachi Lahore	27,000	Understanding Business & Commercial Laws of Pakistan	Jul 16 - 17	Islamabad	21,000
Insurance Sales Management	Mar 26 - 27 Jul 23 - 24	Karachi Lahore	21,000	Workplace Diversity	Mar 22	Islamabad	12,000
GENERAL MANAGEMENT				HUMAN RESOURCE MANAGEMENT			
Anger Management	Apr 02 - 03	Islamabad	21,000	A Comprehensive Approach to Strategic Human Resource Mangement	Apr 12 - 13 Jul 09 - 10	Lahore Islamabad	21,000
Art of Managing Conflict Effectively	Mar 07 - 08 May 02 - 03	Islamabad Karachi	21,000	Developing Human Resource and Administrative Policy Manual	Feb 19 - 20 Feb 26 - 27 Jul 09 - 10	Karachi Lahore Islamabad	21,000
Building Resilience: Prepare Yourself to Thrive in Challenging Times	Mar 12 - 13 Apr 23 - 24	Lahore Karachi	21,000	Essential of Performance Management System and Its Implementation	Mar 26 - 27 Jul 30 - 31	Lahore Karachi	21,000
Creating Organizational Excellence	Feb 26 - 27	Karachi	21,000	Health and Wellness at Work	Mar 07 - 08	Islamabad	21,000
Counselling Skills	Apr 12 - 13	Lahore	21,000	Human Resources Management	Mar 14 - 16 Apr 16 - 18 May 07 - 09	Lahore Karachi Islamabad	27,000
Conflict Management	May 2	Islamabad	11,000	Managing Learning And Development Function	Apr 02 - 03 Jun 25 - 26	Lahore Karachi	21,000
Data Analysis Techniques for Effective Decision Making	Apr 25 - 27	Lahore	21,000	Talent Management	Feb 06 - 07	Lahore	21,000
Developing Managerial Competencies	May 07 - 08 Jul 10 - 11	Karachi Lahore	21,000	Training Needs Analysis	Feb 22 - 23 May 07 - 08 Jun 25 - 26	Karachi Lahore Islamabad	21,000
Development Course for Supervisors	Apr 23 - 24 Jul 09 - 10	Karachi Lahore	18,000	Training Techniques for Trainers	Mar 12 - 14	Lahore	27,000
Effective Delegation Skills	May 04 - 05 Jul 16 - 17	Lahore Karachi	21,000	Workplace Harassment & Violence	Jul 02 - 04 Mar 29 - 30	Karachi Islamabad	21,000
Emotional Intelligence for Workplace Success	Apr 17 - 19	Islamabad	27,000	INFORMATION TECHNOLOGY			
Enhancing Leadership Skills	Apr 02 - 03 Apr 23 - 24 Jul 02 - 03	Karachi Islamabad Lahore	21,000	3D Presentation Skills Using Powerpoint & Flash Tools	Feb 12 - 13	Lahore	21,000
Event Management Skills	Feb 27 - 28 Jul 16 - 17	Islamabad Karachi	21,000	Advanced MS Access 2010 With MySQL Server	Mar 05 - 07	Lahore	21,000
Fostering Intra-Preneurial Skills in Organizations	Apr 12 - 13	Islamabad	21,000	Advanced MS Excel	Mar 05 - 06 Apr 09 - 10 Jul 16 - 17	Islamabad Karachi Lahore	18,000
Getting Results with Least Efforts	Feb 12 - 13	Karachi	21,000	Advanced MS Office	Feb 12 - 14 Apr 23 - 25 Jul 25 - 27	Karachi Lahore Islamabad	21,000
How do Effective Managers Organize Themselves	Feb 26 - 27 Apr 02 - 03	Islamabad Karachi	21,000	Dashboard Reporting & Advanced Data Analysis With MS Excel	Mar 12 - 13 May 02 - 03	Karachi Islamabad	21,000
How to Become Successful Consultant	Apr 02 - 04	Islamabad	27,000	Dashboard Reporting & Data Analysis with MS Excel	Mar 12 - 13	Lahore	21,000
How to Conduct Effective Meetings	Feb 06	Karachi	12,000	Data Science for Decision Making	Feb 19 - 21	Lahore	27,000
Innovative Leadership	Mar 26	Lahore	21,000	Learn MS Office 2016	Mar 26 - 27	Lahore	18,000
Internal Audit for QMS/EMS/OHSAS	Feb 08 - 09	Islamabad	21,000	Oracle 12c Data Guard	Jul 30 - 01 Aug	Lahore	21,000
Management by Objectives	Jul 25 - 26	Karachi	21,000	SAP Business One	May 07 - 08	Lahore	21,000
Modern Secretarial Practices	Feb 21 - 22 May 07 - 08	Islamabad Karachi	21,000				
Motivating Self & Others	Feb 19 - 20 Apr 19 - 20 Jul 09 - 10	Karachi Lahore Islamabad	21,000				
Negotiation Skills	Feb 06 - 07 Mar 26 - 27 Apr 16 - 17	Islamabad Karachi Lahore	21,000				



# PAKISTAN INSTITUTE OF MANAGEMENT

CATEGORY Wise COURSES  
(FEBRUARY 2018 to JULY 2018)



MARKETING MANAGEMENT				PROJECT MANAGEMENT			
	DATE	CITY	FEE (Rs)		DATE	CITY	FEE (Rs)
Brands Management	Feb 26 - 27 Apr 09 - 10	Islamabad Karachi	21,000	Project Monitoring, Evaluation & Control	Apr 09 - 10 May 07 - 08	Lahore Islamabad	21,000
Distribution and Channel Management	Jul 23 - 24	Lahore	21,000		Jul 16 - 17	Karachi	
Great Customer Service	Feb 06 - 07 Jul 30 - 31	Karachi Lahore	21,000	Workshop on Project Management	Feb 26 - Mar 2 Mar 12 - 16	Lahore Islamabad	30,000
Selling Competencies	Apr 23 - 24	Lahore	21,000		Apr 16 - 20	Karachi	
Strategic Marketing Management	Mar 26 - 27 Jul 02 - 03	Karachi Lahore	25,000	<b>QUALITY MANAGEMENT</b>			
<b>OPERATIONS MANAGEMENT</b>				Integrated QHSE Management System	Apr 10 - 12	Islamabad	21,000
Best Practices in Hygiene and Food Safety Management	May 07 - 09	Karachi	27,000	Internal Auditing for Mangement Systems	May 07 - 08	Lahore	21,000
	Jun 25 - 27	Lahore			Jul 09 - 10	Karachi	
Continual Improvement Through Kaizen Management System	Apr 16 - 18	Lahore	27,000	Quality Assurance & Management	Mar 07 - 09	Lahore	27,000
Contracts Management	Feb 19 - 20	Karachi	21,000		Jul 11 - 13	Islamabad	
	Apr 09 - 10	Islamabad		Jul 30 - 01	Karachi		
Disaster Management	Jun 25 - 26	Islamabad	21,000	Six Sigma: Green Belt	Feb 12 - 16	Lahore	35,000
Effective Purchase Mangement	Mar 12 - 13 May 02 - 03	Karachi Lahore	21,000		Apr 02 - 06	Karachi	
Inventory Management	Jul 16 - 17	Lahore	21,000	<b>STRATEGIC MANAGEMENT</b>			
Lean 5S Advance Course	Mar 21 - 23 May 08 - 10	Lahore Islamabad	27,000	Developing Sustainable Leadership in The Organization	Feb 07	Islamabad	18,000
Maintenance Management: From Breakdown Maintenance to Total Productive Maintenance	Mar 05 - 06	Lahore	21,000	Leadership for CEOs	Mar 07 May 04	Lahore Islamabad	20,000
Material Handling and Warehousing	Mar 26 - 27	Karachi	21,000	Managerial Transition: From Operational Manager to Strategic Thinker	Mar 27 - 28	Lahore	27,000
Production Operations Management	Mar 26 - 28	Lahore	27,000		Strategic Delivery of Change: Organizational Success	Mar 19 - 20 May 02 - 03	Islamabad Karachi
Security and Risk Management	Feb 06 - 07	Islamabad	36,000	Strategic Management	Jul 09 - 10	Lahore	25,000
	Mar 26 - 27 May 07 - 08	Lahore Karachi			May 02 - 03 Jun 25 - 27	Islamabad Karachi	
Understanding PPRA Rules	Feb 21 - 22	Islamabad	21,000	Workshop on Strategic Planning	Jul 25 - 27	Lahore	25,000
	Mar 02 - 03 Jul 30 - 31	Lahore Karachi			<b>SUPPLY CHAIN MANAGEMENT</b>		
Understanding The Banking Laws and Its Practice	Jul 09 - 10	Islamabad	21,000	CISCOM – Certificate In Supply Chain & Operations Management	Apr 09 - 13 Apr 30 - May 4	Karachi Lahore	99,000
<b>PERSONAL EFFECTIVENESS</b>				Supply Chain Management	Feb 08 - 09	Islamabad	21,000
Art of Peak Performance	Mar 26 - 27	Islamabad	21,000		Jul 02 - 03	Lahore	
Assertiveness Skills	Apr 02 - 03 Jul 16 - 18	Karachi Lahore	21,000	<b>TECHNOLOGY MANAGEMENT</b>			
Creating Competitive And Productive Mindset	Mar 05 - 06 Jul 02 - 03	Karachi Lahore	21,000	Bringing 4th Industrial Revolution to Our Company	Feb 14 - 16	Islamabad	27,000
Good Business Etiquettes	Feb 22 - 23	Lahore	21,000		Feb 26 - 28	Karachi	
Handling Difficult People	Feb 28 - 01	Islamabad	21,000	Cyber Security	Jul 23 - 25	Lahore	21,000
	Mar 05 - 06 May 02 - 03	Karachi Lahore			Jul 30 - 31	Islamabad	
Improving Personal Effectiveness	Feb 26 - 28	Lahore	27,000	Digital Forensics	Mar 15 - 16	Islamabad	21,000
	Jul 16 - 18	Karachi			Mar 19 - 21	Islamabad	
Mind Openers for Managers	May 02 - 03	Lahore	21,000	Digital Transformation	Apr 12 - 14	Karachi	27,000
	Jul 02 - 03	Karachi			Establishing Soc & Certs In Organizations	Jul 16 - 17	
Stress Management	Feb 19 - 20	Lahore	21,000	Internet Of Things (IOTs)	Apr 19 - 20	Islamabad	21,000
	Mar 19 - 20 Apr 23 - 24	Islamabad Karachi			Feb 06 - 08	Lahore	
The Power of Positive Thinking	Mar 19 - 20	Lahore	21,000	Technology Governance: Concepts and Techniques	Apr 02 - 04	Karachi	27,000
	Jul 23 - 24	Karachi			Jul 16 - 18	Islamabad	
<b>PRODUCTION MANAGEMENT</b>				<b>WORLD CLASS COMPETITIVENESS</b>			
Energy Management	Apr 16 - 17	Islamabad	21,000	Corporate & Business Law	Feb 06 - 07 Mar 12 - 13	Karachi Islamabad	21,000
Waste Management	Jul 12 - 13	Islamabad	21,000	Knowledge Management & Organizational Learning	Jul 02 - 03	Islamabad	21,000
<b>PROJECT MANAGEMENT</b>				Results Based Management & Monitoring	May 07 - 08	Islamabad	21,000
Managing Multiple Projects Effectively	Jul 30 - 31	Lahore	21,000	Seminar on Strategy Formulation	Feb 06 May 07	Islamabad Karachi	15,000
Planning & Scheduling with Primavera P6 V16.1	Apr 09 - 11 Jun 25 - 27	Karachi Lahore	27,000	Understanding Labour Laws & Policies	Feb 06 - 07 Mar 19 - 20	Islamabad Karachi	21,000



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