



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)

*Progress
through Better
Management*

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 INTEGRATED FOR MANAGEMENT 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	LAHORE		
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	LEAN 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	LEAN 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 RESOURCE 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 RESOURCE 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 CONFLICTS 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)

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

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



PAKISTAN INSTITUTE OF MANAGEMENT

CATEGORY Wise COURSES

(FEBRUARY 2018 to JULY 2018)



MARKETING & SALES MANAGEMENT				PERSONAL EFFECTIVENESS			
	DATE	CITY	FEE (Rs)		DATE	CITY	FEE (Rs)
Brand Management	Feb 26 - 27	Islamabad	21,000	Art of Peak Performance	Mar 26 - 27	Islamabad	21,000
	Apr 09 - 10	Karachi		Apr 02 - 03	Karachi	21,000	
Distribution and Channel Management	Jul 23 - 24	Lahore	21,000	Assertiveness Skills	Jul 16 - 18	Lahore	21,000
Great Customer Service	Feb 06 - 07	Karachi	21,000	Creating Competitive and Productive Mindset	Mar 05 - 06	Karachi	21,000
	Jul 30 - 31	Lahore		Jul 02 - 03	Lahore	21,000	
Insurance Sales Management	Mar 26 - 27	Karachi	21,000	Good Business Etiquettes	Feb 22 - 23	Lahore	21,000
	Jul 23 - 24	Lahore		Feb 28 - 01	Islamabad	21,000	
Selling Competencies	Apr 23 - 24	Lahore	21,000	Handling Difficult People	Mar 05 - 06		Karachi
Strategic Marketing Management	Mar 26 - 27	Karachi	25,000	Improving Personal Effectiveness	May 02 - 03	Lahore	21,000
	Jul 02 - 03	Lahore		Feb 26 - 28	Lahore	27,000	
QUALITY & OPERATIONS MANAGEMENT				Jul 16 - 18	Karachi	21,000	
Best Practices in Hygiene and Food Safety Management	May 07 - 09	Karachi	27,000	Mind Openers for Managers	May 02 - 03	Lahore	21,000
	Jun 25 - 27	Lahore		Jul 02 - 03	Karachi	21,000	
CISCOM – Certificate In Supply Chain & Management	Apr 09 - 13	Karachi	99,000	Stress Management	Feb 19 - 20	Lahore	21,000
Continual Improvement Through Kaizen Management System	Apr 30 - May 4	Lahore	27,000	Mar 19 - 20	Islamabad	21,000	
	Apr 16 - 18	Lahore		Apr 23 - 24	Karachi	21,000	
Contracts Management	Feb 19 - 20	Karachi	21,000	The Power of Positive Thinking	Mar 19 - 20	Lahore	21,000
	Apr 09 - 10	Islamabad		Jul 23 - 24	Karachi	21,000	
Disaster Management	Jul 02 - 03	Lahore	21,000	LEADERSHIP & STRATEGIC MANAGEMENT			
	Jun 25 - 26	Islamabad		Creating Organizational Excellence	Feb 26 - 27	Karachi	21,000
Effective Purchase Mangement	Mar 12 - 13	Karachi	21,000	Developing Sustainable Leadership in The Organization	Feb 07	Islamabad	18,000
	May 02 - 03	Lahore		Apr 02 - 03	Karachi	21,000	
Energy Management	Apr 16 - 17	Islamabad	21,000	Enhancing Leadership Skills	Apr 23 - 24		Islamabad
Inventory Management	Jul 16 - 17	Lahore	21,000	Innovative Leadership	Jul 02 - 03	Lahore	21,000
Integrated QHSE Management System	Apr 10 - 12	Islamabad	21,000	Leadership for CEOs	Mar 26	Lahore	21,000
	Feb 08 - 09	Islamabad		Mar 07	Lahore	20,000	
Internal Auditing for Intedrated Mangement Systems	May 07 - 08	Lahore	21,000	Managerial Transition: From Operational Manager to Strategic Thinker	May 04		Islamabad
	Jul 09 - 10	Karachi		Mar 27 - 28	Lahore	27,000	
Lean 5S Advance Course	Mar 21 - 23	Lahore	27,000	Strategic Delivery of Change: Organizational Success	Mar 19 - 20	Islamabad	25,000
Lean Six Sigma: Green Belt	May 08 - 10	Islamabad	35,000	Jul 09 - 10	Lahore	25,000	
	Feb 12 - 16	Lahore		May 02 - 03	Karachi	25,000	
	Apr 02 - 06	Karachi		Jul 09 - 10	Lahore		25,000
Maintenance Management: From Breakdown Maintenance to Total Productive Maintenance	Jun 25 - 29	Islamabad	21,000	Strategic Management	May 02 - 03	Islamabad	25,000
	Mar 05 - 06	Lahore		Jun 25 - 27	Karachi	25,000	
Material Handling and Warehousing	Mar 26 - 27	Karachi	21,000	Seminar on Strategy Formulation	Feb 06	Islamabad	15,000
Production Operations Management	Mar 26 - 28	Lahore	27,000	Workshop on Strategic Planning	May 07	Karachi	15,000
Quality Assurance & Management	Mar 07 - 09	Lahore	36,000	Preventing Executive Derailment	Jul 25 - 27	Lahore	25,000
	Jul 11 - 13	Islamabad		Feb 14	Lahore	20,000	
Security and Risk Management	Jul 30 - 01	Karachi	27,000	TECHNOLOGY MANAGEMENT			
	Feb 06 - 07	Islamabad		Bringing 4th Industrial Revolution to Our Company	Feb 14 - 16	Islamabad	27,000
Supply Chain Management	Mar 26 - 27	Lahore	21,000	Feb 26 - 28	Karachi	27,000	
	May 07 - 08	Karachi		Jul 23 - 25	Lahore	21,000	
Waste Management	Feb 08 - 09	Islamabad	21,000	Cyber Security	Jul 30 - 31	Islamabad	21,000
	Jul 02 - 03	Lahore		Digital Forensics	Mar 15 - 16	Islamabad	21,000
PROJECT MANAGEMENT	Jul 23 - 24	Karachi	21,000	Digital Transformation	Mar 19 - 21	Islamabad	27,000
	Jul 12 - 13	Islamabad		Apr 12 - 14	Karachi	21,000	
Managing Multiple Projects Effectively	Jul 30 - 31	Lahore	21,000	Establishing Soc & Certs In Organizations	Jul 16 - 17	Karachi	21,000
	Apr 09 - 11	Karachi		Internet Of Things (IOTs)	Apr 19 - 20	Islamabad	21,000
Planning & Scheduling with Primavera P6 V16.1	Jun 25 - 27	Lahore	27,000	Technology Governance: Concepts and Techniques	Feb 06 - 08	Lahore	27,000
	Apr 09 - 10	Lahore		Apr 02 - 04	Karachi	27,000	
Project Monitoring, Evaluation & Control	May 07 - 08	Islamabad	21,000		Jul 16 - 18	Islamabad	
	Jul 16 - 17	Karachi					
Workshop on Project Management	Feb 26 - Mar 2	Lahore	30,000				
	Mar 12 - 16	Islamabad					
	Apr 16 - 20	Karachi					



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