



PAKISTAN INSTITUTE OF MANAGEMENT  
Ministry of Industries & Production  
Government of Pakistan



# MANAGEMENT TRAINING & DEVELOPMENT PROGRAM July 2019 to June 2020

# PIM'S CLIENT LIST

PIM's client list not only consists of the names of various multinational and private organizations but also includes various government and public sector organizations including the armed forces few of our clients from different Sector.

## SOCIAL SECTOR



## DEFENCE AND ARMED FORCES



## GOVERNMENT, AND PUBLIC SECTOR ORGANIZATIONS



## MULTINATIONALS & PRIVATE SECTOR





# KARACHI

DATE	COURSE TITLE	FACULTY	FEE (Rs)
Jul 01	HOW TO CONDUCT EFFECTIVE MEETINGS	ASMAT BATOOL	12,000
Jul 01 - 02	BALANCED SCORE CARD	ZILLAY AHMED NAWAB	21,000
Jul 01 - 02	STRATEGIC ANALYSIS (NEW)	M. SYED UL HAQUE	30,000
Jul 01 - 03	QUALITY MANAGEMENT MASTER CLASS	ABID HUSSAIN SABRI	35,000
Jul 01 - 03	TEAM WORK: GETTING PEOPLE TO WORK TOGETHER	ASLAM SONI	27,000
Jul 08 - 09	STRATEGIC DELIVERY OF CHANGE: ORGANIZATIONAL SUCCESS	MUHAMMAD RIZWAN	21,000
Jul 08 - 09	TOTAL PRODUCTIVE MAINTENANCE	MUHAMMAD OVAIS	21,000
Jul 15 - 16	PROJECT MONITORING, EVALUATION & CONTROL	LAIQ UR RAHMAN	21,000
Jul 15 - 16	UNDERSTANDING PPRA RULES	ADEEL ZEERAK	21,000
Jul 15 - 17	DATA ANALYSIS TECHNIQUES FOR EFFECTIVE DECISION MAKING	KHALID HUSSAIN	27,000
Jul 15 - 17	PLANNING & SCHEDULING WITH PRIMAVERA P6 V18.8	JAWAID SIDDIQUE	27,000
Jul 22 - 23	CONTRACT MANAGEMENT	ADEEL ZEERAK	21,000
Jul 22 - 23	AGILE PROJECT MANAGEMENT WITH SCRUM	ALEEM HABIB	21,000
Jul 22 - 23	TALENT MANAGEMENT	SHEHLA YASMEEN	21,000
Jul 22 - 26	CERTIFIED LEAN SIX SIGMA GREEN BELT	MUHAMMAD OVAIS	35,000
Jul 24	PREVENTION OF HARASSMENT AND VIOLENCE AT WORKPLACE	SHEHLA YASMEEN	12,000
Jul 29 - 30	FORMULATING STRATEGY (NEW)	M. SYED UL HAQUE	25,000
Jul 29 - 31	PROBLEM SOLVING AND DECISION MAKING SKILLS	KHALID HUSSAIN	27,000
Jul 29 - 31	BASICS OF BUSINESS ENGLISH	RUQAIYA FAKHRI	27,000
Aug 05 - 07	PRINCIPLES OF GOOD MANAGEMENT	MUHAMMAD RIZWAN	27,000
Aug 05 - 06	WORK PLACE DIVERSITY	AURANGZAIB MUBASHIR	21,000
Aug 19 - 20	MANAGING MULTIPLE PROJECTS EFFECTIVELY	LAIQ UR RAHMAN	21,000
Aug 19 - 20	EFFECTIVE DELEGATION SKILLS	ADEEL ZEERAK	21,000
Aug 19 - 20	ASSERTIVENESS SKILLS	RUQAIYA FAKHRI	21,000
Aug 26 - 27	IMPLEMENTATION STRATEGY	M. SYED UL HAQUE	25,000
Aug 26 - 27	ANALYZING & VISUALIZING DATA WITH POWER BI TOOLS	ALEEM HABIB	21,000
Aug 26 - 27	PRODUCT TO BRAND	QASHIF EFFENDI	21,000
Sep 02 - 05	MANAGEMENT COURSE FOR JUNIOR EXECUTIVES	M. ARSHAD	24,000
Sep 16 - 17	INSURANCE SALES MANAGEMENT	M. ARSHAD	21,000
Sep 16 - 18	ADVANCED MS OFFICE	ALEEM HABIB	27,000
Sep 23 - 25	FINANCE AND ACCOUNTING FOR NON-FINANCIAL EXECUTIVES	M. SYED UL HAQUE	27,000
Sep 23 - 25	EFFECTIVE LETTERS, REPORTS AND PRESENTATIONS	RUQAIYA FAKHRI	27,000
Sep 30 - Oct 1	ASSET MANAGEMENT ISO 55001	ZILLAY AHMED NAWAB	21,000
Sep 30 - Oct 2	IMPROVING PERSONAL EFFECTIVENESS	KHALID HUSSAIN	27,000
Oct 03 - 04	EFFECTIVE PURCHASE MANAGEMENT	ADEEL ZEERAK	21,000
Oct 07 - 08	MATERIAL HANDLING AND WAREHOUSING	ASLAM MUSTAFA	21,000
Oct 08 - 09	REWIRE YOUR BRAIN FOR CREATIVE THINKING	ASMAT BATOOL	21,000
Oct 10 - 11	ENHANCING LEADERSHIP SKILLS	LAIQ UR RAHMAN	21,000
Oct 14 - 15	DASHBOARD REPORTING & ADVANCED DATA ANALYSIS WITH MS EXCEL	ALEEM HABIB	21,000
Oct 14 - 15	TOOLS FOR DEVELOPING ORGANIZATIONAL POLICIES	SHEHLA YASMEEN	21,000
Oct 14 - 15	BALANCED SCORE CARD	ZILLAY AHMED NAWAB	21,000
Oct 16 - 18	CERTIFIED KPI PROFESSIONALS	FARHAN MAHMOOD	30,000
Oct 21 - 22	MANAGERIAL TRANSITION: FROM OPERATIONAL MANAGER TO STRATEGIC THINKER	M. SYED UL HAQUE	25,000
Oct 21 - 23	SKILLS IN GOAL SETTING AND WORK PLANNING	KHALID HUSSAIN	27,000
Oct 22 - 23	SECURITY AND RISK MANAGEMENT	MUHAMMAD OVAIS	21,000
Oct 24 - 25	PERFORMANCE NEUROLOGY: SUCCESS WITH MIND POWER	MUHAMMAD OVAIS	21,000
Oct 28 - 29	NEW TRENDS IN INSURANCE/TAKAFUL DISTRIBUTION & SALES MANAGEMENT	M. ARSHAD	21,000
Oct 28 - 29	HANDLING DIFFICULT PEOPLE	RUQAIYA FAKHRI	21,000
Nov 04 - 05	CUSTOMER SERVICE EXCELLENCE	ADEEL ZEERAK	21,000
Nov 05	DEVELOPING SOCIAL MEDIA MARKETING STRATEGIES	HASEEB T. HASSAN	15,000
Nov 04 - 08	WORKSHOP ON PROJECT MANAGEMENT	LAIQ UR RAHMAN / ALEEM HABIB	35,000
Nov 12	TAKING OWNERSHIP	ZAIN GOPLANI	15,000
Nov 18 - 19	NEGOTIATION SKILLS	ASLAM SONI	21,000
Nov 18 - 19	MANAGING WITH AUTHORITY & INFLUENCE	ADEEL ZEERAK	21,000
Nov 25 - 26	ANALYZING & VISUALIZING DATA WITH POWER BI TOOLS	ALEEM HABIB	21,000
Nov 25 - 26	CORPORATE GOVERNANCE	ASIM CHISHTI	21,000
Nov 28 - 29	HOW TO DEVELOP AND IMPLEMENT NEW INITIATIVES	LAIQ UR RAHMAN	21,000
Dec 02 - 03	PRESENTATION SKILLS FOR MANAGERS	ASMAT BATOOL	21,000
Dec 02 - 04	EFFECTIVE COMMUNICATION SKILLS	ASLAM SONI	27,000
Dec 09 - 10	DEVELOPING MANAGERIAL COMPETENCIES	KHALID HUSSAIN	21,000
Dec 09 - 10	THE POWER OF POSITIVE THINKING	MUHAMMAD RIZWAN	21,000
Dec 09 - 11	EVENT MANAGEMENT SKILLS	MUHAMMAD OVAIS	27,000
Dec 16 - 17	ART OF MANAGING CONFLICTS EFFECTIVELY	SHEHLA YASMEEN	21,000
Dec 16 - 17	HOW TO PREPARE A MARKETING PLAN	SHAHID QADRI	21,000
Dec 16 - 17	STRATEGIC HUMAN RESOURCE MANAGEMENT	ZAFAR AZIZ OSMANI	21,000
Dec 23 - 24	PROJECT MONITORING, EVALUATION & CONTROL	LAIQ UR RAHMAN	21,000
Dec 23 - 24	INSURANCE/TAKAFUL CLAIMS MANAGEMENT AND FRAUD CONTROLS	M. ARSHAD	21,000
Dec 23 - 24	INVENTORY MANAGEMENT	ASLAM MUSTAFA	21,000
Dec 30 - 31	CREATING ORGANIZATIONAL EXCELLENCE	M. SYED UL HAQUE	21,000
Dec 30 - 31	ANGER MANAGEMENT	AURANGZAIB MUBASHIR	21,000
Dec 30 - 31	STRESS MANAGEMENT	RUQAIYA FAKHRI	21,000
Jan 06 - 08	TRAINING TECHNIQUES FOR TRAINERS	KHALID HUSSAIN	27,000
Jan 13 - 14	ADVANCED MS EXCEL	ALEEM HABIB	21,000
Jan 13 - 14	DISASTER MANAGEMENT	MUHAMMAD OVAIS	21,000
Jan 13 - 14	DEVELOPING EMPLOYEE PERFORMANCE MEASUREMENT AND KPI's SYSTEM	SHEHLA YASMEEN	21,000
Jan 20 - 21	PERFORMANCE BASED MANAGEMENT	MUHAMMAD RIZWAN	21,000
Jan 20 - 21	BUILDING RESILIENCE: PREPARE YOURSELF TO THRIVE IN CHALLENGING TIMES	AURANGZAIB MUBASHIR	21,000
Jan 20 - 22	PRODUCTION OPERATIONS MANAGEMENT	ADEEL ZEERAK	27,000
Jan 27 - 28	DEVELOPMENT COURSE FOR SUPERVISORS	ALEEM HABIB	21,000
Jan 27 - 29	BASICS OF BUSINESS ENGLISH	RUQAIYA FAKHRI	27,000
Feb 03 - 05	FINANCE AND ACCOUNTING FOR NON-FINANCIAL EXECUTIVES	M. SYED UL HAQUE	27,000
Feb 06 - 07	MEDIA AND PR MANAGEMENT	M. ARSHAD	21,000
Feb 10 - 11	UNDERSTANDING PPRA RULES	ADEEL ZEERAK	21,000

## KARACHI

DATE	COURSE TITLE	FACULTY	FEE (Rs)
Feb 10 - 12	PROBLEM SOLVING AND DECISION MAKING SKILLS	KHALID HUSSAIN	27,000
Feb 10 - 12	SALES MASTER CLASS COURSE I: SALES EXCELLENCE COURSE II: SALES FORCE MANAGEMENT	HASEEB T. HASSAN	45,000
Feb 17 - 18	STRATEGIC DELIVERY OF CHANGE: ORGANIZATIONAL SUCCESS	MUHAMMAD RIZWAN	21,000
Feb 17 - 19	TEAM WORK: GETTING PEOPLE TO WORK TOGETHER	ASLAM SONI	27,000
Feb 24 - 25	STRATEGIC MANAGEMENT	M. SYED UL HAQUE	25,000
Feb 24 - 25	AGILE PROJECT MANAGEMENT WITH SCRUM	ALEEM HABIB	21,000
Mar 02 - 04	SKILLS IN GOAL SETTING AND WORK PLANNING	KHALID HUSSAIN	27,000
Mar 02 - 04	EFFECTIVE LETTERS, REPORTS AND PRESENTATIONS	RUQAIYA FAKHRI	27,000
Mar 09 - 11	MODERN SECRETARIAL PRACTICES	RUQAIYA FAKHRI	27,000
Mar 16 - 17	INTERNAL AUDITING FOR INTEGRATED MANAGEMENT SYSTEMS	ABID HUSSAIN SABRI	21,000
Mar 16 - 17	LEADER AS A COACH	HASEEB T. HASSAN	30,000
Mar 25 - 27	IMPROVING PERSONAL EFFECTIVENESS	KHALID HUSSAIN	27,000
Mar 26 - 27	MANAGING WITH AUTHORITY & INFLUENCE	ADEEL ZEERAK	21,000
Mar 26 - 27	ASSERTIVENESS SKILLS	RUQAIYA FAKHRI	21,000
Mar 30 - 31	CONTRACT MANAGEMENT	ADEEL ZEERAK	21,000
Mar 30 - 31	GENDER SENSITIZATION	MRS. ZAUFYSHAAN HASEEB	21,000
Apr 06 - 08	FINANCIAL ANALYSIS: CONCEPTS AND TECHNIQUES	M. SYED UL HAQUE	27,000
Apr 06 - 08	PLANNING & SCHEDULING WITH PRIMAVERA P6 V18.8	JAWAID SIDDIQUE	27,000
Apr 13 - 14	STRATEGY IMPLEMENTATION	M. SYED UL HAQUE	25,000
Apr 13 - 15	HUMAN RESOURCES MANAGEMENT	ASMAT BATOOL	27,000
Apr 20 - 21	HOW DO EFFECTIVE MANAGERS ORGANIZE THEMSELVES	ALEEM HABIB	21,000
Apr 20 - 21	COMPETENCY BASED INTERVIEWING SKILLS	ZAFAR AZIZ OSMANI	21,000
Jun 02 - 03	DESIGN THINKING FOR INNOVATION	MUHAMMAD OVAIS	21,000
Jun 08 - 09	CREATING ORGANIZATIONAL EXCELLENCE	M. SYED UL HAQUE	21,000
Jun 08 - 09	DASHBOARD REPORTING & ADVANCED DATA ANALYSIS WITH MS EXCEL	ALEEM HABIB	21,000
Jun 15 - 16	SUPPLY CHAIN MANAGEMENT	ASLAM SONI	21,000
Jun 15 - 16	DEVELOPING MANAGERIAL COMPETENCIES	KHALID HUSSAIN	21,000
Jun 15 - 16	MIND OPENERS FOR MANAGERS	HASEEB T. HASSAN	30,000
Jun 22 - 23	INFORMATION SECURITY	MUHAMMAD OVAIS	21,000
Jun 24	HOW TO CONDUCT EFFECTIVE MEETINGS	ASMAT BATOOL	12,000
Jun 29 - Jul 1	EFFECTIVE COMMUNICATION SKILLS	ASLAM SONI	27,000
Jun 29 - Jul 1	PRINCIPLES OF GOOD MANAGEMENT	MUHAMMAD RIZWAN	27,000
Jun 29 - Jul 1	MANAGING LEARNING & DEVELOPMENT FUNCTION: TNA to ROTI	SHEHLA YASMEEN / AURANGZAIB	27,000

## LAHORE

Jul 01 - 02	BUILDING PRODUCTIVE WORK FORCE	AURANGZAIB MUBASHIR	21,000
Jul 01 - 02	PRODUCT TO BRAND	QASHIF EFFENDI	21,000
Jul 01 - 03	PROBLEM SOLVING AND DECISION MAKING SKILLS	KHALID HUSSAIN	27,000
Jul 08 - 09	SKILLS IN SUPERVISION	LAIQ UR RAHMAN	21,000
Jul 08 - 09	EFFECTIVE DELEGATION SKILLS	ADEEL ZEERAK	21,000
Jul 08 - 09	PRESENTATION SKILLS FOR MANAGERS	ASMAT BATOOL	21,000
Jul 08 - 09	ANALYZING & VISUALIZING DATA WITH POWER BI TOOLS	JAWAID SIDDIQUE	21,000
Jul 08 - 10	MANAGING LEARNING & DEVELOPMENT FUNCTION: TNA to ROTI	SHEHLA YASMEEN / AURANGZAIB	27,000
Jul 11	COUNSELING SKILLS	ASMAT BATOOL	12,000
Jul 15 - 16	SUPPLY CHAIN MANAGEMENT	ASLAM SONI	21,000
Jul 15 - 17	FINANCE AND ACCOUNTING FOR NON-FINANCIAL EXECUTIVES	M. SYED UL HAQUE	27,000
Jul 22 - 23	LEADING & MANAGING CHANGE	AURANGZAIB MUBASHIR	21,000
Jul 22 - 27	CISCOM - CERTIFICATE IN SUPPLY CHAIN & OPERATIONS MANAGEMENT	ASLAM MUSTAFA / ASLAM SONI	99,000
Jul 29 - 30	SECURITY AND RISK MANAGEMENT	MUHAMMAD OVAIS	21,000
Jul 29 - 30	INVENTORY MANAGEMENT	ASLAM MUSTAFA	21,000
Jul 31 - Aug 1	PERFORMANCE NEUROLOGY: SUCCESS WITH MIND POWER	MUHAMMAD OVAIS	21,000
Aug 01 - 02	ENHANCING LEADERSHIP SKILLS	LAIQ UR RAHMAN	21,000
Aug 05 - 06	CUSTOMER SERVICE EXCELLENCE	ADEEL ZEERAK	21,000
Aug 05 - 07	TRAINING TECHNIQUES FOR TRAINERS	KHALID HUSSAIN	27,000
Aug 19 - 20	PERFORMANCE BASED MANAGEMENT	MUHAMMAD RIZWAN	21,000
Aug 19 - 20	ADVANCED MS EXCEL	JAWAID SIDDIQUE	21,000
Aug 26 - 27	ASSERTIVENESS SKILLS	ASMAT BATOOL	21,000
Aug 26 - 27	SAP BUSINESS ONE	JAWAID SIDDIQUE	21,000
Aug 26 - 27	BEGINNERS GUIDE TO STRATEGIC HUMAN RESOURCE MANAGEMENT	AURANGZAIB MUBASHIR	21,000
Aug 28 - 29	DEVELOPING MANAGERIAL COMPETENCIES	KHALID HUSSAIN	21,000
Sep 02 - 03	STRATEGIC DELIVERY OF CHANGE: ORGANIZATIONAL SUCCESS	MUHAMMAD RIZWAN	21,000
Sep 02 - 06	CERTIFIED LEAN SIX SIGMA GREEN BELT	MUHAMMAD OVAIS	35,000
Sep 16 - 17	INVENTORY MANAGEMENT	ASLAM SONI	21,000
Sep 16 - 18	PRINCIPLES OF GOOD MANAGEMENT	MUHAMMAD RIZWAN	27,000
Sep 23 - 24	PERSONAL EXCELLENCE - THE HIGH PERFORMANCE LOOP	NASEER AZIZ	21,000
Sep 23 - 25	EVENT MANAGEMENT SKILLS	MUHAMMAD OVAIS	27,000
Sep 23 - 27	WORKSHOP ON PROJECT MANAGEMENT	LAIQ UR RAHMAN /JAWAID	35,000
Sep 30 - Oct 1	EMOTIONAL INTELLIGENCE FOR WORKPLACE SUCCESS	MUHAMMAD RIZWAN	21,000
Sep 30 - Oct 2	EFFECTIVE COMMUNICATION SKILLS	ASLAM SONI	27,000
Sep 30 - Oct 2	DATA SCIENCE FOR DECISION MAKING	JAWAID SIDDIQUE	27,000
Oct 07 - 08	COMPETENCY BASED INTERVIEWING SKILLS	ZAFAR AZIZ OSMANI	21,000
Oct 07 - 09	PRODUCTION OPERATIONS MANAGEMENT	ADEEL ZEERAK	27,000
Oct 07 - 09	INSURANCE/TAKAFUL CUSTOMER SERVICING AND USE OF TECHNOLOGY	M. ARSHAD	27,000
Oct 10 - 11	DESIGN THINKING FOR INNOVATION	MUHAMMAD OVAIS	21,000
Oct 14 - 15	ADVANCED MS EXCEL	JAWAID SIDDIQUE	21,000
Oct 14 - 15	GENDER SENSITIZATION	MRS. ZAUFYSHAAN HASEEB	21,000
Oct 21 - 22	EFFECTIVE PURCHASE MANAGEMENT	ADEEL ZEERAK	21,000
Oct 21 - 22	LEADER AS A COACH	HASEEB T. HASSAN	30,000
Oct 24 - 25	PROJECT MONITORING, EVALUATION & CONTROL	LAIQ UR RAHMAN	21,000
Oct 28 - 29	MATERIAL HANDLING AND WAREHOUSING	ASLAM SONI	21,000
Oct 28 - 29	THE POWER OF POSITIVE THINKING	MUHAMMAD RIZWAN	21,000
Nov 04 - 05	DASHBOARD REPORTING & ADVANCED DATA ANALYSIS WITH MS EXCEL	JAWAID SIDDIQUE	21,000
Nov 04 - 06	EFFECTIVE LETTERS, REPORTS AND PRESENTATIONS	RUQAIYA FAKHRI	27,000

## LAHORE

DATE	COURSE TITLE	FACULTY	FEE (Rs)
Nov 06 - 07	INSURANCE SALES MANAGEMENT	M. ARSHAD	21,000
Nov 11 - 12	STRATEGIC ANALYSIS	M. SYED UL HAQUE	30,000
Nov 11 - 12	ANGER MANAGEMENT	AURANGZAIB MUBASHIR	21,000
Nov 11 - 13	IMPROVING PERSONAL EFFECTIVENESS	KHALID HUSSAIN	27,000
Nov 18 - 19	TOOLS FOR DEVELOPING ORGANIZATIONAL POLICIES	SHEHLA YASMEEN	21,000
Nov 18 - 20	ADVANCED MS OFFICE	JAWAID SIDDIQUE	27,000
Nov 25 - 27	DATA ANALYSIS TECHNIQUES FOR EFFECTIVE DECISION MAKING	KHALID HUSSAIN	27,000
Nov 25 - 27	SALES MASTER CLASS COURSE I: SALES EXCELLENCE COURSE II: SALES FORCE MANAGEMENT	HASEEB T. HASSAN	45,000
Dec 02 - 03	UNDERSTANDING PPRA RULES	WISAL KHAN	21,000
Dec 02 - 03	THE SHIFT TO DIGITAL LEARNING	FARHAN MEHMOOD	21,000
Dec 09 - 10	MANAGING MULTIPLE PROJECTS EFFECTIVELY	LAIQ UR RAHMAN	21,000
Dec 09 - 11	BASICS OF BUSINESS ENGLISH	RUQAIYA FAKHRI	27,000
Dec 16 - 17	DEVELOPMENT COURSE FOR SUPERVISORS	ALEEM HABIB	21,000
Dec 16 - 17	REWIRE YOUR BRAIN FOR CREATIVE THINKING	ASMAT BATOOL	21,000
Dec 16 - 18	SKILLS IN GOAL SETTING AND WORK PLANNING	KHALID HUSSAIN	27,000
Dec 23 - 24	INTERNAL AUDITING FOR INTEGRATED MANAGEMENT SYSTEMS	ABID HUSSAIN SABRI	21,000
Dec 23 - 24	FUNDAMENTALS OF ISLAMIC BANKING & FINANCE	FAISAL IQBAL	21,000
Dec 24 - 27	TEAM WORK: GETTING PEOPLE TO WORK TOGETHER	ASLAM SONI	27,000
Dec 30 - 31	TALENT MANAGEMENT	SHEHLA YASMEEN	21,000
Dec 30 - 31	KPI MASTER CLASS	FARHAN MAHMOOD	21,000
Dec 30 - Jan 1	HUMAN RESOURCES MANAGEMENT	ASMAT BATOOL	27,000
Dec 30 - Jan 1	PLANNING & SCHEDULING WITH PRIMAVERA P6 V18.8	JAWAID SIDDIQUE	27,000
Jan 06 - 07	MANAGING WITH AUTHORITY & INFLUENCE	ADEEL ZEERAK	21,000
Jan 06 - 07	BANCASSURANCE/BANCA MANAGEMENT FOR BANKS AND INSURERS	M. ARSHAD	21,000
Jan 13 - 14	MIND OPENERS FOR MANAGERS	HASEEB T. HASSAN	30,000
Jan 13 - 15	ADVANCED MS OFFICE	JAWAID SIDDIQUE	27,000
Jan 20 - 21	STRATEGIC FORMULATION	M. SYED UL HAQUE	25,000
Jan 20 - 21	TRADE DYNAMICS AND IMPORT EXPORT MANAGEMENT	IDRESS ASGHAR	21,000
Jan 27 - 28	HANDLING DIFFICULT PEOPLE	ASMAT BATOOL	21,000
Jan 27 - 28	ANALYZING & VISUALIZING DATA WITH POWER BI TOOLS	JAWAID SIDDIQUE	21,000
Feb 03	UNDERSTANDING LABOUR LAW	MIAN TARIQ MAHMOOD	15,000
Feb 03 - 04	BALANCED SCORE CARD	ZILLAY AHMED NAWAB	21,000
Feb 10 - 11	ADVANCED MS EXCEL	JAWAID SIDDIQUE	21,000
Feb 11 - 12	NEGOTIATION SKILLS	ASLAM SONI	21,000
Feb 13 - 14	HOW TO DEVELOP AND IMPLEMENT NEW INITIATIVES	LAIQ UR RAHMAN	21,000
Feb 17 - 19	MANAGING LEARNING & DEVELOPMENT FUNCTION: TNA TO ROTI	SHEHLA YASMEEN / AURANGZAIB	27,000
Feb 17 - 20	MANAGEMENT COURSE FOR JUNIOR EXECUTIVES	M. ARSHAD	24,000
Feb 24 - 25	INFORMATION SECURITY	MUHAMMAD OVAIS	21,000
Feb 24 - 25	SAP BUSINESS ONE	JAWAID SIDDIQUE	21,000
Mar 02 - 03	SUPPLY CHAIN MANAGEMENT	ASLAM SONI	21,000
Mar 02 - 03	THE POWER OF POSITIVE THINKING	MUHAMMAD RIZWAN	21,000
Mar 02 - 04	QUALITY MANAGEMENT MASTER CLASS	ABID HUSSAIN SABRI	35,000
Mar 09 - 10	BUILDING RESILIENCE: PREPARE YOURSELF TO THRIVE IN CHALLENGING TIMES	AURANGZAIB MUBASHIR	21,000
Mar 09 - 10	MIND OPENERS FOR MANAGERS	HASEEB T. HASSAN	30,000
Mar 16 - 18	FINANCE AND ACCOUNTING FOR NON-FINANCIAL EXECUTIVES	M. SYED UL HAQUE	27,000
Mar 16 - 18	TEAM WORK: GETTING PEOPLE TO WORK TOGETHER	ASLAM SONI	27,000
Mar 16 - 20	WORKSHOP ON PROJECT MANAGEMENT	LAIQ UR RAHMAN /JAWAID	35,000
Mar 25 - 27	PRINCIPLES OF GOOD MANAGEMENT	MUHAMMAD RIZWAN	27,000
Mar 25 - 27	DATA SCIENCE FOR DECISION MAKING	JAWAID SIDDIQUE	27,000
Mar 30 - 31	PRESENTATION SKILLS FOR MANAGERS	ASMAT BATOOL	21,000
Mar 30 - Apr 1	ADVANCED MS OFFICE	JAWAID SIDDIQUE	27,000
Mar 30 - Apr 1	EFFECTIVE COMMUNICATION SKILLS	ASLAM SONI	27,000
Apr 06 - 07	SKILLS IN ADMINISTRATION	ALEEM HABIB	21,000
Apr 06 - 07	INDUSTRIAL RELATIONS MANAGEMENT, POLICY & PERSPECTIVE	MIAN TARIQ MAHMOOD	21,000
Apr 13	TAKING OWNERSHIP	ZAIN GOPLANI	15,000
Apr 13 - 14	FUNDRAISING AND OPERATIONAL MANAGEMENT IN DEVELOPMENT SECTOR	M. ARSHAD	21,000
Apr 20 - 21	DEVELOPING EMPLOYEE PERFORMANCE MEASUREMENT AND KPI's SYSTEM	SHEHLA YASMEEN	21,000
Apr 21 - 22	PROJECT MONITORING, EVALUATION & CONTROL	LAIQ UR RAHMAN	21,000
Jun 01 - 03	FINANCIAL ANALYSIS: CONCEPTS AND TECHNIQUES	M. SYED UL HAQUE	27,000
Jun 08 - 10	TRAINING TECHNIQUES FOR TRAINERS	KHALID HUSSAIN	27,000
Jun 11 - 12	SKILLS IN SUPERVISION	LAIQ UR RAHMAN	21,000
Jun 16 - 17	STRATEGIC HUMAN RESOURCE MANAGEMENT	ZAFAR AZIZ OSMANI	21,000
Jun 18 - 19	CONTRACT MANAGEMENT	ADEEL ZEERAK	21,000
Jun 19 - 20	MEDIA AND PR MANAGEMENT	M. ARSHAD	21,000
Jun 22 - 23	TRADE DYNAMICS AND IMPORT EXPORT MANAGEMENT	IDRESS ASGHAR	21,000
Jun 22 - 24	SKILLS IN GOAL SETTING AND WORK PLANNING	KHALID HUSSAIN	27,000
Jun 29 - 30	STRATEGY IMPLEMENTATION	M. SYED UL HAQUE	25,000
Jun 29 - 30	HOW DO EFFECTIVE MANAGERS ORGANIZE THEMSELVES	ALEEM HABIB	21,000

## ISLAMABAD

Jul 01 - 02	DASHBOARD REPORTING & ADVANCED DATA ANALYSIS WITH MS EXCEL	ALEEM HABIB	21,000
Jul 01 - 05	WORKSHOP ON PROJECT MANAGEMENT	LAIQ UR RAHMAN / ALEEM HABIB	35,000
Jul 03 - 05	ADVANCED MS OFFICE	ALEEM HABIB	27,000
Jul 08 - 09	INDUSTRIAL RELATIONS MANAGEMENT: POLICY & PERSPECTIVE	MIAN TARIQ MAHMOOD	21,000
Jul 08 - 10	IMPROVING PERSONAL EFFECTIVENESS	KHALID HUSSAIN	27,000
Jul 15 - 16	ANGER MANAGEMENT	AURANGZAIB MUBASHIR	21,000
Jul 22 - 23	EMOTIONAL INTELLIGENCE FOR WORKPLACE SUCCESS	MUHAMMAD RIZWAN	21,000
Jul 22 - 23	STAKEHOLDERS MANAGEMENT	ZILLAY AHMED NAWAB	21,000
Jul 22 - 23	MANAGEMENT IN THE AGE OF ARTIFICIAL INTELLIGENCE		21,000
Jul 29 - 30	FUNDAMENTALS OF ISLAMIC BANKING & FINANCE	HASSAN USMANI	21,000
Jul 31 - Aug 2	TEAM WORK: GETTING PEOPLE TO WORK TOGETHER	ASLAM SONI	27,000
Aug 05 - 06	PROJECT MONITORING, EVALUATION & CONTROL	LAIQ UR RAHMAN	21,000
Aug 05 - 06	PRODUCT TO BRAND	QASHIF EFFENDI	21,000



# ISLAMABAD

DATE	COURSE TITLE	FACULTY	FEE (Rs)
Aug 07 - 08	HOW DO EFFECTIVE MANAGERS ORGANIZE THEMSELVES	ALEEM HABIB	21,000
Aug 07 - 08	PRESENTATION SKILLS FOR MANAGERS	ASMAT BATOOL	21,000
Aug 19	HOW TO CONDUCT EFFECTIVE MEETINGS	ASMAT BATOOL	12,000
Aug 20 - 21	REWIRE YOUR BRAIN FOR CREATIVE THINKING	ASMAT BATOOL	21,000
Aug 21 - 22	CORPORATE GOVERNANCE	ASIM CHISHTI	21,000
Aug 26 - 27	CONTRACT MANAGEMENT	ADEEL ZEERAK	21,000
Aug 28 - 29	GOOD BUSINESS ETIQUETTES	RUQAIYA FAKHRI	21,000
Aug 26 - 31	CISCOM - CERTIFICATE IN SUPPLY CHAIN & OPERATIONS MANAGEMENT	ASLAM MUSTAFA / ASLAM SONI	99,000
Sep 02	KPI ESSENTIALS	FARHAN MAHMOOD	12,000
Sep 02 - 03	STRATEGIC MANAGEMENT	M. SYED UL HAQUE	25,000
Sep 16 - 17	UNDERSTANDING PPRA RULES	ADEEL ZEERAK	21,000
Sep 18 - 20	MODERN SECRETARIAL PRACTICES	ASMAT BATOOL	27,000
Sep 23 - 24	MANAGER'S TOOLKIT	HASEEB T. HASSAN	30,000
Sep 23 - 25	PROBLEM SOLVING AND DECISION MAKING SKILLS	KHALID HUSSAIN	27,000
Sep 30 - Oct 2	SALES MASTER CLASS COURSE I: SALES EXCELLENCE COURSE II: SALES FORCE MANAGEMENT	HASEEB T. HASSAN	45,000
Oct 07 - 08	TAXATION / TAX LAWS OF PAKISTAN	M. ABID	21,000
Oct 07 - 08	STRESS MANAGEMENT	RUQAIYA FAKHRI	21,000
Oct 14 - 16	HUMAN RESOURCES MANAGEMENT	ASMAT BATOOL	27,000
Oct 15 - 16	NEGOTIATION SKILLS	ASLAM SONI	21,000
Oct 21	HOW TO CONDUCT EFFECTIVE MEETINGS	ASMAT BATOOL	12,000
Oct 21 - 22	STRATEGIC DELIVERY OF CHANGE: ORGANIZATIONAL SUCCESS	MUHAMMAD RIZWAN	21,000
Oct 28	DEVELOPING SOCIAL MEDIA MARKETING STRATEGIES	HASEEB T. HASSAN	15,000
Oct 28 - 29	INTERNAL AUDITING FOR INTEGRATED MANAGEMENT SYSTEMS	ABID HUSSAIN SABRI	21,000
Nov 04 - 06	QUALITY MANAGEMENT MASTER CLASS	ABID HUSSAIN SABRI	35,000
Nov 04 - 06	FINANCE AND ACCOUNTING FOR NON-FINANCIAL EXECUTIVES	M. SYED UL HAQUE	27,000
Nov 11 - 12	ADVANCED MS EXCEL	ALEEM HABIB	21,000
Nov 13 - 14	SKILLS IN ADMINISTRATION	ALEEM HABIB	21,000
Nov 18 - 19	REGULATORY COMPLIANCE AND ITS ORGANIZATIONAL BENEFITS	MIAN TARIQ MAHMOOD	21,000
Nov 21 - 22	INSURANCE/TAKAFUL UNDERWRITING & MARKET COMPETITION	M. ARSHAD	21,000
Nov 25 - 27	PRINCIPLES OF GOOD MANAGEMENT	MUHAMMAD RIZWAN	27,000
Nov 29	DEVELOPING SUSTAINABLE LEADERSHIP IN THE ORGANIZATION	M. SYED UL HAQUE	18,000
Dec 02 - 04	MANAGING LEARNING & DEVELOPMENT FUNCTION: TNA TO ROTI	SHEHLA YASMEEN / AURANGZAIB	27,000
Dec 02 - 04	TRAINING TECHNIQUES FOR TRAINERS	KHALID HUSSAIN	27,000
Dec 09 - 10	SUPPLY CHAIN MANAGEMENT	ASLAM SONI	21,000
Dec 16 - 17	CONTRACT MANAGEMENT	ADEEL ZEERAK	21,000
Dec 23 - 24	LEADER AS A COACH	HASEEB T. HASSAN	30,000
Dec 30 - 31	MIND OPENERS FOR MANAGERS	HASEEB T. HASSAN	30,000
Jan 06	TAKING OWNERSHIP	ZAIN GOPLANI	15,000
Jan 06 - 07	EMOTIONAL INTELLIGENCE FOR WORKPLACE SUCCESS	MUHAMMAD RIZWAN	21,000
Jan 13	SUCCESSION PLANNING	ASIM CHISHTI	15,000
Jan 13 - 14	PRESENTATION SKILLS FOR MANAGERS	ASMAT BATOOL	21,000
Jan 20 - 21	CHANGE MANAGEMENT	HASEEB T. HASSAN	30,000
Jan 20 - 22	EFFECTIVE COMMUNICATION SKILLS	ASLAM SONI	27,000
Jan 27 - 31	WORKSHOP ON PROJECT MANAGEMENT	LAIQ UR RAHMAN / ALEEM HABIB	35,000
Feb 03 - 04	DASHBOARD REPORTING & ADVANCED DATA ANALYSIS WITH MS EXCEL	ALEEM HABIB	21,000
Feb 06 - 07	TOTAL PRODUCTIVE MAINTENANCE	MUHAMMAD OVAIS	21,000
Feb 10 - 11	INDUSTRIAL RELATIONS MANAGEMENT, POLICY & PERSPECTIVE	MIAN TARIQ MAHMOOD	21,000
Feb 12 - 13	INSURANCE SALES MANAGEMENT	M. ARSHAD	21,000
Feb 17 - 18	SECURITY AND RISK MANAGEMENT	MUHAMMAD OVAIS	21,000
Feb 17 - 19	FINANCIAL ANALYSIS: CONCEPTS AND TECHNIQUES	M. SYED UL HAQUE	27,000
Feb 19 - 20	PERFORMANCE NEUROLOGY: SUCCESS WITH MIND POWER	MUHAMMAD OVAIS	21,000
Feb 24 - 25	REWIRE YOUR BRAIN FOR CREATIVE THINKING	ASMAT BATOOL	21,000
Feb 24 - 25	EFFECTIVE INTER DEPARTMENTAL COORDINATION	HASEEB T. HASSAN	30,000
Mar 02 - 03	FUNDAMENTALS OF ISLAMIC BANKING & FINANCE	HASSAN USMANI	21,000
Mar 02 - 04	PRODUCTION OPERATIONS MANAGEMENT	ADEEL ZEERAK	27,000
Mar 09 - 10	HANDLING DIFFICULT PEOPLE	ASMAT BATOOL	21,000
Mar 09 - 10	MATERIAL HANDLING AND WAREHOUSING	ASLAM SONI	21,000
Mar 09 - 13	CERTIFIED LEAN SIX SIGMA GREEN BELT	MUHAMMAD OVAIS	35,000
Mar 11 - 12	EFFECTIVE PURCHASE MANAGEMENT	ADEEL ZEERAK	21,000
Mar 16 - 18	DATA ANALYSIS TECHNIQUES FOR EFFECTIVE DECISION MAKING	KHALID HUSSAIN	27,000
Mar 18 - 19	CORPORATE LEADERSHIP DEVELOPMENT IN MILLENNIAL ERA	M. ARSHAD	21,000
Mar 26 - 27	ANALYZING & VISUALIZING DATA WITH POWER BI TOOLS	ALEEM HABIB	21,000
Mar 30 - 31	PROJECT MONITORING, EVALUATION & CONTROL	LAIQ UR RAHMAN	21,000
Mar 30 - 31	PRODUCT TO BRAND	QASHIF EFFENDI	21,000
Apr 06 - 07	EFFECTIVE SALES FORCE MANAGEMENT	SHAHID QADRI	21,000
Apr 06 - 07	STRESS MANAGEMENT	RUQAIYA FAKHRI	21,000
Apr 07 - 08	WORK PLACE DIVERSITY	AURANGZAIB MUBASHIR	21,000
Apr 13 - 14	THE POWER OF POSITIVE THINKING	MUHAMMAD RIZWAN	21,000
Apr 20 - 21	ANGER MANAGEMENT	AURANGZAIB MUBASHIR	21,000
Jun 01 - 03	EFFECTIVE LETTERS, REPORTS AND PRESENTATIONS	RUQAIYA FAKHRI	27,000
Jun 08 - 09	TALENT MANAGEMENT	SHEHLA YASMEEN	21,000
Jun 08 - 09	INVENTORY MANAGEMENT	ASLAM SONI	21,000
Jun 15 - 16	HALAL FOOD MANAGEMENT	HASSAN USMANI	21,000
Jun 18 - 19	MANAGING MULTIPLE PROJECTS EFFECTIVELY	LAIQ UR RAHMAN	21,000
Jun 22 - 23	MANAGERIAL TRANSITION: FROM OPERATIONAL MANAGER TO STRATEGIC THINKER	M. SYED UL HAQUE	25,000
Jun 22 - 23	UNDERSTANDING PPRA RULES	ADEEL ZEERAK	21,000
Jun 29 - 30	HANDLING DIFFICULT PEOPLE	ASMAT BATOOL	21,000
Jun 29 - Jul 2	MANAGEMENT COURSE FOR JUNIOR EXECUTIVES	M. ARSHAD	24,000

### PIM Certification Programs:

Above marked courses are part of the PIM Certification Programs. To earn the Certification, complete all selected courses related to below mention categories within 24 months.



1. PIM Certified Supply Chain Specialist



2. PIM Certified Project Management Specialist



3. PIM Certified Microsoft Office Specialist

- PIM reserves the right to change the fee structure and trainer/ facilitator due to any unavoidable situation or reason.
- PIM offers complimentary participation and fee discounts in courses to various categories of PIM Memberships.
- Fee is exclusive of all applicable taxes.

## COMMUNICATION

COURSE TITLE	DATE	CITY	FEE (Rs)
BASICS OF BUSINESS ENGLISH	Jul 29 - 31	KARACHI	27,000
	Dec 09 - 11	LAHORE	
	Jan 27 - 29	KARACHI	
EFFECTIVE COMMUNICATION SKILLS	Sep 30 - Oct 02	LAHORE	27,000
	Dec 02 - 04	KARACHI	
	Jan 20 - 22	ISLAMABAD	
	Mar 30 - Apr 01	LAHORE	
	Jun 29 - Jul 01	KARACHI	
EFFECTIVE LETTERS, REPORTS AND PRESENTATIONS	Sep 23 - 25	KARACHI	27,000
	Nov 04 - 06	LAHORE	
	Mar 02 - 04	KARACHI	
	Jun 01 - 03	ISLAMABAD	
PRESENTATION SKILLS FOR MANAGERS	Jul 08 - 09	LAHORE	21,000
	Aug 07 - 08	ISLAMABAD	
	Dec 02 - 03	KARACHI	
	Jan 13 - 14	ISLAMABAD	
	Mar 30 - 31	LAHORE	

## FINANCIAL MANAGEMENT / INSURANCE

BANCASSURANCE/BANCA MANAGEMENT FOR BANKS AND INSURERS	Jan 06 - 07	LAHORE	21000
CORPORATE LEADERSHIP DEVELOPMENT IN MILLENNIAL ERA	Mar 18 - 19	ISLAMABAD	21000
FINANCE AND ACCOUNTING FOR NON-FINANCIAL EXECUTIVES	Jul 15 - 17	LAHORE	27,000
	Sep 23 - 25	KARACHI	
	Nov 04 - 06	ISLAMABAD	
	Feb 03 - 05	KARACHI	
	Mar 16 - 18	LAHORE	
FINANCIAL ANALYSIS: CONCEPTS AND TECHNIQUES	Feb 17 - 19	ISLAMABAD	27,000
	Apr 06 - 08	KARACHI	
	Jun 01 - 03	LAHORE	
FUNDAMENTALS OF ISLAMIC BANKING & FINANCE	Jul 29 - 30	ISLAMABAD	21,000
	Dec 23 - 24	LAHORE	
	Mar 02 - 03	ISLAMABAD	
FUNDRAISING AND OPERATIONAL MANAGEMENT IN DEVELOPMENT SECTOR	Apr 13 - 14	LAHORE	21,000
INSURANCE SALES MANAGEMENT	Sep 16 - 17	KARACHI	21,000
	Nov 06 - 07	LAHORE	
	Feb 12 - 13	ISLAMABAD	
INSURANCE/TAKAFUL CLAIMS MANAGEMENT AND FRAUD CONTROLS	Dec 23 - 24	KARACHI	21,000
INSURANCE/TAKAFUL CUSTOMER SERVICING AND USE OF TECHNOLOGY	Oct 07 - 09	LAHORE	27,000
INSURANCE/TAKAFUL UNDERWRITING & MARKET COMPETITION	Nov 21 - 22	ISLAMABAD	21,000
NEW TRENDS IN INSURANCE/TAKAFUL DISTRIBUTION & SALES MANAGEMENT	Oct 28 - 29	KARACHI	21,000

## GENERAL MANAGEMENT

ART OF MANAGING CONFLICTS EFFECTIVELY	Dec 16 - 17	KARACHI	21,000
BALANCED SCORE CARD	Jul 01 - 02	KARACHI	21,000
	Oct 14 - 15	KARACHI	
	Feb 03 - 04	LAHORE	
BUILDING PRODUCTIVE WORK FORCE	Jul 01 - 02	LAHORE	21,000
BUILDING RESILIENCE: PREPARE YOURSELF TO THRIVE IN CHALLENGING TIMES	Jan 20 - 21	KARACHI	21,000
	Mar 09 - 10	LAHORE	
CHANGE MANAGEMENT	Jan 20 - 21	ISLAMABAD	30,000
CORPORATE GOVERNANCE	Aug 21 - 22	ISLAMABAD	21,000
	Nov 25 - 26	KARACHI	
COUNSELING SKILLS	Jul 11	LAHORE	12,000
DATA ANALYSIS TECHNIQUES FOR EFFECTIVE DECISION MAKING	Jul 15 - 17	KARACHI	27,000
	Nov 25 - 27	LAHORE	
	Mar 16 - 18	ISLAMABAD	
DESIGN THINKING FOR INNOVATION	Oct 10 - 11	LAHORE	21,000
	Jun 02 - 03	KARACHI	
	Aug 28 - 29	LAHORE	
DEVELOPING MANAGERIAL COMPETENCIES	Dec 09 - 10	KARACHI	21,000
	Jun 15 - 16	KARACHI	
	Dec 16 - 17	LAHORE	
DEVELOPMENT COURSE FOR SUPERVISORS	Jan 27 - 28	KARACHI	21,000
EFFECTIVE DELEGATION SKILLS	Jul 08 - 09	LAHORE	21,000
	Aug 19 - 20	KARACHI	
EFFECTIVE INTER DEPARTMENTAL COORDINATION	Feb 24 - 25	ISLAMABAD	30,000
	Jul 22 - 23	ISLAMABAD	
	Sep 30 - Oct 01	LAHORE	
EMOTIONAL INTELLIGENCE FOR WORKPLACE SUCCESS	Jan 06 - 07	ISLAMABAD	21,000
	Sep 23 - 25	LAHORE	
	Dec 09 - 11	KARACHI	
EVENT MANAGEMENT SKILLS	Oct 14 - 15	LAHORE	27,000
	Mar 30 - 31	KARACHI	
	Aug 07 - 08	ISLAMABAD	
GENDER SENSITIZATION	Apr 20 - 21	KARACHI	21,000
	Jun 29 - 30	LAHORE	
	Jul 1	KARACHI	
HOW DO EFFECTIVE MANAGERS ORGANIZE THEMSELVES	Aug 19	ISLAMABAD	12,000
	Oct 21	ISLAMABAD	
	Jun 24	KARACHI	
	Nov 28 - 29	KARACHI	
HOW TO CONDUCT EFFECTIVE MEETINGS	Feb 13 - 14	LAHORE	21,000
	Jul 22 - 23	LAHORE	
HOW TO DEVELOP AND IMPLEMENT NEW INITIATIVES	Sep 23 - 24	ISLAMABAD	30,000
LEADING & MANAGING CHANGE	Jul 22 - 23	LAHORE	21,000
MANAGER'S TOOLKIT	Sep 23 - 24	ISLAMABAD	30,000
MEDIA AND PR MANAGEMENT	Feb 06 - 07	KARACHI	21,000
	Jun 19 - 20	LAHORE	

## GENERAL MANAGEMENT

COURSE TITLE	DATE	CITY	FEE (Rs)
MANAGEMENT COURSE FOR JUNIOR EXECUTIVES	Sep 02 - 05	KARACHI	24,000
	Feb 17 - 20	LAHORE	
	Jun 29 - Jul 02	ISLAMABAD	
MANAGEMENT IN THE AGE OF ARTIFICIAL INTELLIGENCE	Jul 22 - 23	ISLAMABAD	21,000
MANAGING WITH AUTHORITY & INFLUENCE	Nov 18 - 19	KARACHI	21,000
	Jan 06 - 07	LAHORE	
	Mar 26 - 27	KARACHI	
	Dec 30 - 31	ISLAMABAD	
MIND OPENERS FOR MANAGERS	Jan 13 - 14	LAHORE	30,000
	Mar 09 - 10	LAHORE	
	Jun 15 - 16	KARACHI	
	Sep 18 - 20	ISLAMABAD	
MODERN SECRETARIAL PRACTICES	Mar 09 - 11	KARACHI	27,000
NEGOTIATION SKILLS	Oct 15 - 16	ISLAMABAD	21,000
	Nov 18 - 19	KARACHI	
	Feb 11 - 12	LAHORE	
PERFORMANCE BASED MANAGEMENT	Aug 19 - 20	LAHORE	21,000
Jan 20 - 21	KARACHI		
PREVENTION OF HARASSMENT AND VIOLENCE AT WORKPLACE	Jul 24	KARACHI	12,000
PRINCIPLES OF GOOD MANAGEMENT	Nov 25 - 27	ISLAMABAD	27,000
	Aug 05 - 07	KARACHI	
	Sep 16 - 18	LAHORE	
	Mar 25 - 27	LAHORE	
	Jun 29 - Jul 01	KARACHI	
PROBLEM SOLVING AND DECISION MAKING SKILLS	Jul 01 - 03	LAHORE	27,000
	Jul 29 - 31	KARACHI	
	Sep 23 - 25	ISLAMABAD	
	Feb 10 - 12	KARACHI	
SKILLS IN ADMINISTRATION	Nov 13 - 14	ISLAMABAD	21,000
	Apr 06 - 07	LAHORE	
SKILLS IN GOAL SETTING AND WORK PLANNING	Oct 21 - 23	KARACHI	27,000
	Dec 16 - 18	LAHORE	
	Mar 02 - 04	KARACHI	
	Jun 22 - 24	LAHORE	
SKILLS IN SUPERVISION	Jul 08 - 09	LAHORE	21,000
	Jun 11 - 12	LAHORE	
STAKEHOLDERS MANAGEMENT	Jul 22 - 23	ISLAMABAD	21,000
TAKING OWNERSHIP	Nov 12	KARACHI	15,000
	Jan 06	ISLAMABAD	
	Apr 13	LAHORE	
TEAM WORK: GETTING PEOPLE TO WORK TOGETHER	Jul 01 - 03	KARACHI	27,000
	Jul 31 - Aug 02	ISLAMABAD	
	Dec 24 - 27	LAHORE	
	Feb 17 - 19	KARACHI	
	Mar 16 - 18	LAHORE	
WORK PLACE DIVERSITY	Aug 05 - 06	KARACHI	21,000
	Apr 07 - 08	ISLAMABAD	

## HUMAN RESOURCES MANAGEMENT

BEGINNERS GUIDE TO STRATEGIC HUMAN RESOURCE MANAGEMENT	Aug 26 - 27	LAHORE	21,000
COMPETENCY BASED INTERVIEWING SKILLS	Oct 07 - 08	LAHORE	21,000
DEVELOPING EMPLOYEE PERFORMANCE MEASUREMENT AND KPI's SYSTEM	Apr 20 - 21	KARACHI	21,000
	Jan 13 - 14	KARACHI	
HUMAN RESOURCES MANAGEMENT	Apr 20 - 21	LAHORE	27,000
	Oct 14 - 16	ISLAMABAD	
	Dec 30 - Jan 01	LAHORE	
	Apr 13 - 15	KARACHI	
MANAGING LEARNING & DEVELOPMENT FUNCTION: TNA to ROTI	Jul 08 - 10	LAHORE	27,000
	Dec 02 - 04	ISLAMABAD	
	Feb 17 - 19	LAHORE	
	Jun 29 - Jul 01	KARACHI	
STRATEGIC HUMAN RESOURCE MANAGEMENT	Dec 16 - 17	KARACHI	21,000
	Jun 16 - 17	LAHORE	
SUCCESSION PLANNING	Jan 13	ISLAMABAD	15,000
TALENT MANAGEMENT	Jul 22 - 23	KARACHI	21,000
	Dec 30 - 31	LAHORE	
	Jun 08 - 09	ISLAMABAD	
THE SHIFT TO DIGITAL LEARNING	Dec 02 - 03	LAHORE	21,000
TOOLS FOR DEVELOPING ORGANIZATIONAL POLICIES	Oct 14 - 15	KARACHI	21,000
	Nov 18 - 19	LAHORE	
	Aug 05 - 07	LAHORE	
TRAINING TECHNIQUES FOR TRAINERS	Dec 02 - 04	ISLAMABAD	27,000
	Jan 06 - 08	KARACHI	
	Jul 03 - 05	ISLAMABAD	
	Jun 08 - 10	LAHORE	

## INFORMATION TECHNOLOGY

ADVANCED MS EXCEL 	Aug 19 - 20	LAHORE	21,000
	Oct 14 - 15	LAHORE	
	Nov 11 - 12	ISLAMABAD	
	Jan 13 - 14	KARACHI	
ADVANCED MS OFFICE 	Feb 10 - 11	LAHORE	27,000
	Jul 03 - 05	ISLAMABAD	
	Nov 18 - 20	LAHORE	
	Jan 13 - 15	LAHORE	
	Mar 30 - Apr 01	LAHORE	



## INFORMATION TECHNOLOGY

COURSE TITLE	DATE	CITY	FEE (Rs)
ADVANCED MS OFFICE	Sep 16 - 18	KARACHI	27,000
ANALYZING & VISUALIZING DATA WITH POWER BI TOOLS	Jul 08 - 09	LAHORE	21,000
	Aug 26 - 27	KARACHI	
	Nov 25 - 26	KARACHI	
	Jan 27 - 28	LAHORE	
	Mar 26 - 27	ISLAMABAD	
DASHBOARD REPORTING & ADVANCED DATA ANALYSIS WITH MS EXCEL	Jul 01 - 02	ISLAMABAD	21,000
	Oct 14 - 15	KARACHI	
	Nov 04 - 05	LAHORE	
	Feb 03 - 04	ISLAMABAD	
	Jun 08 - 09	KARACHI	
DATA SCIENCE FOR DECISION MAKING	Sep 30 - Oct 02	LAHORE	27,000
SAP BUSINESS ONE	Mar 25 - 27	LAHORE	21,000
	Aug 26 - 27	LAHORE	
	Feb 24 - 25	LAHORE	

## LAWS & TAXATION

INDUSTRIAL RELATIONS MANAGEMENT, POLICY & PERSPECTIVE	Jul 08 - 09	ISLAMABAD	21,000
	Feb 10 - 11	ISLAMABAD	
	Apr 06 - 07	LAHORE	
REGULATORY COMPLIANCE AND ITS ORGANIZATIONAL BENEFITS	Nov 18 - 19	ISLAMABAD	21,000
TAXATION / TAX LAWS OF PAKISTAN	Oct 07 - 08	ISLAMABAD	21,000
UNDERSTANDING LABOUR LAW	Feb 03	LAHORE	15,000
TRADE DYNAMICS AND IMPORT EXPORT MANAGEMENT	Jan 20 - 21	LAHORE	21,000
	Jun 22 - 23	LAHORE	
UNDERSTANDING PPRA RULES	Jul 15 - 16	KARACHI	21,000
	Sep 16 - 17	ISLAMABAD	
	Dec 02 - 03	LAHORE	
	Feb 10 - 11	KARACHI	
	Jun 22 - 23	ISLAMABAD	

## LEADERSHIP & STRATEGIC MANAGEMENT

CREATING ORGANIZATIONAL EXCELLENCE	Dec 30 - 31	KARACHI	21,000
	Jun 08 - 09	KARACHI	
DEVELOPING SUSTAINABLE LEADERSHIP IN THE ORGANIZATION	Nov 29	ISLAMABAD	18,000
ENHANCING LEADERSHIP SKILLS	Aug 01 - 02	LAHORE	21,000
FORMULATING STRATEGY (NEW)	Oct 10 - 11	KARACHI	
IMPLEMENTATION STRATEGY	Jul 29 - 30	KARACHI	25,000
	Aug 26 - 27	KARACHI	25,000
LEADER AS A COACH	Oct 21 - 22	LAHORE	30,000
	Dec 23 - 24	ISLAMABAD	
	Mar 16 - 17	KARACHI	
MANAGERIAL TRANSITION: FROM OPERATIONAL MANAGER TO STRATEGIC THINKER	Oct 21 - 22	KARACHI	25,000
	Jun 22 - 23	ISLAMABAD	
STRATEGIC ANALYSIS	Jul 01 - 02	KARACHI	30,000
	Nov 11 - 12	LAHORE	
STRATEGIC DELIVERY OF CHANGE: ORGANIZATIONAL SUCCESS	Jul 08 - 09	KARACHI	21,000
	Sep 02 - 03	LAHORE	
	Oct 21 - 22	ISLAMABAD	
	Feb 17 - 18	KARACHI	
STRATEGIC FORMULATION	Jan 20 - 21	LAHORE	25,000
STRATEGIC MANAGEMENT	Sep 02 - 03	ISLAMABAD	25,000
	Feb 24 - 25	KARACHI	
STRATEGY IMPLEMENTATION	Apr 13 - 14	KARACHI	25,000
	Jun 29 - 30	LAHORE	

## MARKETING & SALES MANAGEMENT

CUSTOMER SERVICE EXCELLENCE	Aug 05 - 06	LAHORE	21,000
	Nov 04 - 05	KARACHI	
DEVELOPING SOCIAL MEDIA MARKETING STRATEGIES	Oct 28	ISLAMABAD	15,000
	Nov 05	KARACHI	
EFFECTIVE SALES FORCE MANAGEMENT	Apr 06 - 07	ISLAMABAD	21,000
HOW TO PREPARE A MARKETING PLAN	Dec 16 - 17	KARACHI	21,000
PRODUCT TO BRAND	Jul 01 - 02	LAHORE	21,000
	Aug 05 - 06	ISLAMABAD	
	Aug 26 - 27	KARACHI	
	Mar 30 - 31	ISLAMABAD	
SALES MASTER CLASS COURSE I: SALES EXCELLENCE COURSE II: SALES FORCE MANAGEMENT	Sep 30 - Oct 02	ISLAMABAD	45,000
	Nov 25 - 27	LAHORE	
	Feb 10 - 12	KARACHI	

## PERSONAL EFFECTIVENESS

ANGER MANAGEMENT	Jul 15 - 16	ISLAMABAD	21,000
	Nov 11 - 12	LAHORE	
	Dec 30 - 31	KARACHI	
	Apr 20 - 21	ISLAMABAD	
ASSERTIVENESS SKILLS	Aug 19 - 20	KARACHI	21,000
	Aug 26 - 27	LAHORE	
GOOD BUSINESS ETIQUETTES	Mar 26 - 27	KARACHI	21,000
	Aug 28 - 29	ISLAMABAD	
HANDLING DIFFICULT PEOPLE	Oct 28 - 29	KARACHI	21,000
	Jan 27 - 28	LAHORE	
	Mar 09 - 10	ISLAMABAD	
	Jun 29 - 30	ISLAMABAD	

## PERSONAL EFFECTIVENESS

COURSE TITLE	DATE	CITY	FEE (Rs)
IMPROVING PERSONAL EFFECTIVENESS	Jul 08 - 10	ISLAMABAD	27,000
	Sep 30 - Oct 02	KARACHI	
	Nov 11 - 13	LAHORE	
	Mar 25 - 27	KARACHI	
PERFORMANCE NEUROLOGY: SUCCESS WITH MIND POWER	Jul 31 - Aug 01	LAHORE	21,000
Oct 24 - 25	KARACHI		
Feb 19 - 20	ISLAMABAD		
PERSONAL EXCELLENCE - THE HIGH PERFORMANCE LOOP	Sep 23 - 24	LAHORE	21,000
REWIRE YOUR BRAIN FOR CREATIVE THINKING	Aug 20 - 21	ISLAMABAD	21,000
	Oct 08 - 09	KARACHI	
	Dec 16 - 17	LAHORE	
	Feb 24 - 25	ISLAMABAD	
STRESS MANAGEMENT	Oct 07 - 08	ISLAMABAD	21,000
	Dec 30 - 31	KARACHI	
	Apr 06 - 07	ISLAMABAD	
	Oct 28 - 29	LAHORE	
THE POWER OF POSITIVE THINKING	Dec 09 - 10	KARACHI	21,000
	Mar 02 - 03	LAHORE	
	Apr 13 - 14	ISLAMABAD	

## PROJECT MANAGEMENT

AGILE PROJECT MANAGEMENT WITH SCRUM	Jul 22 - 23 Feb 24 - 25	KARACHI	21,000
CONTRACT MANAGEMENT	Jul 22 - 23	KARACHI	21,000
	Aug 26 - 27	ISLAMABAD	
	Dec 16 - 17	ISLAMABAD	
	Mar 30 - 31	KARACHI	
MANAGING MULTIPLE PROJECTS EFFECTIVELY	Jun 18 - 19	LAHORE	21,000
	Aug 19 - 20	KARACHI	
	Dec 09 - 10	LAHORE	
PLANNING & SCHEDULING WITH PRIMAVERA P6 V18.8	Jun 18 - 19	ISLAMABAD	27,000
	Jul 15 - 17	KARACHI	
	Dec 30 - Jan 01	LAHORE	
	Apr 06 - 08	KARACHI	
PROJECT MONITORING, EVALUATION & CONTROL	Jul 15 - 16	KARACHI	21,000
	Aug 05 - 06	ISLAMABAD	
	Oct 24 - 25	LAHORE	
	Dec 23 - 24	KARACHI	
	Mar 30 - 31	ISLAMABAD	
WORKSHOP ON PROJECT MANAGEMENT	Apr 21 - 22	LAHORE	35,000
	Jul 01 - 05	ISLAMABAD	
	Sep 23 - 27	LAHORE	
	Nov 04 - 08	KARACHI	
	Jan 27 - 31	ISLAMABAD	
	Mar 16 - 20	LAHORE	

## SUPPLY CHAIN, OPERATIONS & QUALITY MANAGEMENT

ASSET MANAGEMENT ISO 55001	Sep 30 - Oct 01	KARACHI	21000
CERTIFIED LEAN SIX SIGMA GREEN BELT	Jul 22 - 26	KARACHI	35,000
	Sep 02 - 06	LAHORE	
	Mar 09 - 13	ISLAMABAD	
CERTIFIED KPI PROFESSIONALS	Oct 16 - 18	KARACHI	30,000
CISCOM - CERTIFICATE IN SUPPLY CHAIN & OPERATIONS MANAGEMENT	Jul 22 - 27	LAHORE	99,000
	Aug 26 - 31	ISLAMABAD	
EFFECTIVE PURCHASE MANAGEMENT	Oct 03 - 04	KARACHI	21,000
	Oct 21 - 22	LAHORE	
	Mar 11 - 12	ISLAMABAD	
INTERNAL AUDITING FOR INTEGRATED MANAGEMENT SYSTEMS	Oct 28 - 29	ISLAMABAD	21,000
	Dec 23 - 24	LAHORE	
	Mar 16 - 17	KARACHI	
INVENTORY MANAGEMENT	Jul 29 - 30	LAHORE	21,000
	Sep 16 - 17	LAHORE	
	Dec 23 - 24	KARACHI	
HALAL FOOD MANAGEMENT	Jun 08 - 09	ISLAMABAD	21,000
KPI ESSENTIALS	Jun 15 - 16	ISLAMABAD	21,000
KPI MASTER CLASS	Sep 02	ISLAMABAD	12,000
MATERIAL HANDLING AND WAREHOUSING	Dec 30 - 31	LAHORE	21,000
	Jul 08 - 09	LAHORE	
	Oct 07 - 08	KARACHI	
	Oct 28 - 29	LAHORE	
PRODUCTION OPERATIONS MANAGEMENT	Mar 09 - 10	ISLAMABAD	27,000
	Oct 07 - 09	LAHORE	
	Jan 20 - 22	KARACHI	
QUALITY MANAGEMENT MASTER CLASS	Mar 02 - 04	ISLAMABAD	35,000
	Jul 01 - 03	KARACHI	
	Nov 04 - 06	ISLAMABAD	
SUPPLY CHAIN MANAGEMENT	Mar 02 - 04	LAHORE	21,000
	Jul 15 - 16	LAHORE	
	Dec 09 - 10	ISLAMABAD	
TOTAL PRODUCTIVE MAINTENANCE	Mar 02 - 03	LAHORE	21,000
	Jun 15 - 16	KARACHI	
	Jul 08 - 09	KARACHI	
	Feb 06 - 07	ISLAMABAD	

## SAFETY & SECURITY

DISASTER MANAGEMENT	Jan 13 - 14	KARACHI	21,000
INFORMATION SECURITY	Feb 24 - 25	LAHORE	21,000
	Jun 22 - 23	KARACHI	
SECURITY AND RISK MANAGEMENT	Jul 29 - 30	LAHORE	21,000
	Oct 22 - 23	KARACHI	
	Feb 17 - 18	ISLAMABAD	

**M. ABID HUSSAIN**

Mr. Abid has more than 30 years of working experience in different Pakistani and Multinational organizations at various capacities. Prior to joining PIM in 2004, he worked in the area of Management Systems Certifications and conducted more than 500 third party audits / assessments within and outside the country for a Norwegian company, Det Norske Veritas (DNV). He also worked in Pakistan National Accreditation Council (PNAC), Ministry of Science and Technology (MoST) as Chief Coordinator. He has vast experience of Teaching & Training different subjects / topics at various public and private sector institutions, and managing these functions.

**SYED UL HAQUE**

He holds two master degrees from reputable international universities in Philippines and UK. He has attended various training abroad and is certified Lead Assessor for ISO 9000, 14000 and 14001 from BSI, London. Syed possesses significant industry experience and has been associated with Eastland Industries Corp. (Pvt.) Ltd. and Citibank at managerial positions. Over the past two decades, he is actively involved in In-company training and Consultancy assignments in the areas of Financial Management, Strategic Planning, Quality Management System ISO 9001 and Environmental Management.

**KHALID HUSSAIN**

Khalid is MPhil in Marketing from one of the leading business schools of Pakistan. He has more than fifteen years of experience and has expertise in the area of Strategic Marketing, Sales, and General Management. He is actively involved in In-company training and major Consultancy assignments for Multinational, Private and Public Sector Organizations. He has rich industry experience and his significant areas of training includes Goal Setting & Work Planning, Team Work, Benchmarking and Training Techniques for Trainers.

**ASLAM SONI**

Aslam Soni is working as General Manager and one of the finest and senior trainers of the Institute with more than 200 trainings are on his credit so far. He has been associated with PIM since 2000 and engaged in training and consultancy assignments in following areas of HRM, Supply Chain Management and General Management. In his more than seventeen years of diversified experience in PIM, he played an integral part to provide customized solutions to a lot of firms.

**MUHAMMAD RIZWAN**

Muhammad Rizwan has been involved with scores of industries, Public sector organizations, international NGOs, Armed Forces Organizations and United nation's governing forums. He is a very experienced management consultant, especially referencing ISO 9001, ISO 14001, HACCP, OHSAS 18001, SA 8000 etc. and certified hundreds of large scale industrial projects across Pakistan. Trainings has always been a passion to him and he has conducted hundreds of training programs, workshops, seminars till date. His core areas are organizational Psychology, Communications, Operations management, Intellectual capital, knowledge management, organization development etc.

**LAIQ UR REHMAN**

Mr. Laiq ur Rehman has more than twenty years of experience in Project Management, IT Management, Management consulting and training. He holds a Master's Degree in Business Administration from IBA Karachi. He is a certified Project Management Professional® (PMP) from Project Management Institute USA and Certified Information Systems Auditor (CISA) from ISACA.

**M. ALEEM HABIB**

Aleem Habib, brings a unique blend of industry and training experience of more than 18 years. He has worked for two of the country's leading ISPs of Pakistan and implemented various solutions for them. He has been working with PIM for last 14 years as a lead technology & management trainer/consultant. He has conducted 300+ training programs/workshops on IT, Data Analysis, Business Intelligence, Project Management and First Line Supervision. he played an integral part to provide customized solutions to a lot of firms.

**ADEEL ZEERAK**

Adeel Zeerak is a seasoned supply chain professional, trainer, consultant and a dynamic professional who brings with him more than 13 years of corporate world experience. Currently he is associated with Pakistan Institute of Management and performing the tasks of a trainer, consultant as well as registrar for the Institute. Throughout his professional career he has worked at various positions requiring extensive interaction with buyers and sellers. He has the amazing talent of bringing comfort and credibility to the training room which he acquired from his extensive training and work experience.

**M. ARSHAD**

Mr. Muhammad Arshad is a seasoned Takaful/ insurance & management expert and adviser with more than 25 years of experience in management, training and consulting roles. Over the course of his career, he has built particular expertise in management and technical risk management in family/life, health and general takaful/insurance lines. His experience includes supporting clients with local and international growth strategies, organizational changes, operational excellence and the enhancement of earning power.

**MUHAMMAD OVAIS**

Mr. Muhammad Ovais has worked in Financial, Real Estate, Textiles, Chemicals, Media, Information Technology, Hospitality, Health, Education, NGOs, and Consulting (Airlines/Aviation, Brokerage Houses, NGOs, Engineering and Allied, Financial, Governmental, Automobile, Public Utilities, Food, and Entertainment) sectors in the last 29 years. He brings in rich and diversified experience to his workshops making learning a fun in practical and interactive sessions.

**JAWAID SIDDIQUE**

Jawaid Siddiqui, a distinguished senior level Consultant and Facilitator at PIM, is a IT, Project Management and Data Sciences enthusiast. His Certification & Training Received: OCP Oracle 10g Database, Java Certified Programmer 6, Sun Certified Solaris 10 Administrator, Linux Certified Administrator. he played an integral part to provide customized solutions to a lot of firms.

**ASMAT BATOOL**

Asmat has nine years of teaching, training and consulting experience. She is a high-energy trainer and creative facilitator, skilled in guiding learners through creating intellectual curiosity among learners. she possesses MBA in Human Resource Management from IBA and also a Certified IFC (World Bank) trainer.

**AURANGZEB MUBASHAR**

Aurangzeb Mubashar is experienced in Strategic HRM, man power planning, developing performance management systems, developing employee welfare programs, identifying training needs and conducting trainings needs analysis, employee grievance handling, developing and implementing disciplinary policies. He is a certified DiSC specialist from Wiley and Blackwell, USA and Certified Human Resource Professional, Human Resource Professional Association of Canada.

**SHEHLA YASMEEN**

Shehla Yasmeen is a seasoned HR professional and possesses a diverse skill set with more than ten years of experience in one of the most reputed organizations in Pakistan. Her core areas of expertise are Developing HR and Administrative Policy Manuals, Training Need Analysis, Performance Management System, Succession Planning and many other HR operational functions. Intended to train and teach professionals for the enhancement of their skills of Human Resource Management & Development, Training & Organizational Development, Organizational Behavior, Business Communication and Economics.



## OTHER OFFERINGS OF PIM

### CONSULTING SERVICES

With over 6 decades of proven experience in the management development field, PIM is in a unique position to provide qualitative, realistic and practical solutions to all organizational problems and challenges.

PIM offers many diploma and certification programs in evening and on Sat/Sun, in various fields for professionals who want to improve their knowledge and skills in their area of specialization.

### DIPLOMA PROGRAMS

### E-LEARNING

PIM E - Learning is the infrastructure that delivers and manages instructional content, identifies and assesses organizational learning or training goals, tracks the progress, evaluations of a meeting those goals, and consolidates data for supervising the learning process of organization as a whole.

Pakistan Institute of Management has been licenced under Pakistan Engineering Council (PEC) professional Development of Engineers byelaws-2008, to carry out Continuing Professional Development (CPD) activities to the Registered Engineers (RE) and Professional Engineers (PE).

### CPD ACTIVITIES

### CUSTOMIZED TRAININGS

We design and run management training and development programs specially tailored to meet the needs of Organizations. These specially designed programs can be conducted either at PIM or at a location chosen by the client.

PIM Recruitment Services help clients in attracting, selecting and developing Human Capital. PIM Recruitment Services team consist of multi-talented professionals to ensure hiring of right talent in the organization.

## PIM MEMBERSHIP PLANS

PIM offers Membership Programs for organizations and individuals providing various benefits to the members. The corporate membership is offered in four categories that are **Diamond, Platinum, Gold** and **Silver** with the option of subscribing either annual or lifetime membership. Membership benefits include complimentary trainings, special discounts in PIM programs, free subscription of Management Outlook and other benefits.

**Please Contact:** arshad@pim.com.pk, azhar@pim.com.pk

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