



MANAGEMENT TRAINING & DEVELOPMENT PROGRAM

JAN - JUN
2023



PAKISTAN INSTITUTE OF MANAGEMENT
MINISTRY OF INDUSTRIES AND PRODUCTION
GOVERNMENT OF PAKISTAN



WWW.PIM.COM.PK



[/PIMTHEPINOEER](https://www.facebook.com/PIMTHEPINOEER)



[/PIMPK](https://www.linkedin.com/company/PIMPK)



[/PIMTRAINING](https://www.instagram.com/PIMTRAINING)

PAKISTAN INSTITUTE OF MANAGEMENT

LEARNING AND DEVELOPMENT CALENDAR

(JANUARY to JUNE 2023)

PIM is the pioneer in learning and development in Pakistan specializing in enhancing the caliber of the talent acquired by organizations. We know the pulse of the growing and complex needs of the market and develop programs to facilitate human capital to enhance excellence in their jobs. PIM now offers courses for the period January to June 2023.

KARACHI							
DATE	COURSE TITLE	FACILITATOR	FEE (Rs)	DATE	COURSE TITLE	FACILITATOR	FEE (Rs)
Jan 02-04	FINANCIAL ANALYSIS: CONCEPTS AND TECHNIQUES	M. Syed Ul Haque	33,000	Jun 12-14	ADVANCED MS EXCEL	Aleem Habib	25,000
Jan 09-10	EFFECTIVE PRESENTATION SKILLS	Asmat Batool	25,000	Jun 19-20	SUPPLY CHAIN MANAGEMENT	Aslam Soni	25,000
Jan 16-17	ENTERPRISE RISK MANAGEMENT	Muhammad Ovais	25,000	Jun 19-20	ENHANCING LEADERSHIP SKILLS	Laiq Ur Rahman	25,000
Jan 16-18	DEVELOPING AND EXECUTING STRATEGY (NEW)	M. Syed Ul Haque	33,000	Jun 19-21	DATA ANALYSIS TECHNIQUES FOR EFFECTIVE DECISION MAKING	Khalid Hussain	33,000
Jan 23-24	DEVELOPING MANAGERIAL COMPETENCIES	Khalid Hussain	25,000	Jun 21-22	NEGOTIATION SKILLS	Aslam Soni	25,000
Jan 23-24	EFFECTIVE PURCHASE MANAGEMENT	Dr. Adeel Zeerak	25,000	Jun 26-28	TEAMWORK: GETTING PEOPLE TO WORK TOGETHER (HALF DAY)	Aslam Soni	27,000
Jan 23-25	DEVELOPMENT COURSE FOR SUPERVISORS	Aleem Habib	27,000	LAHORE			
Jan 23-25	EFFECTIVE LETTERS, REPORTS AND PRESENTATIONS	Asmat Batool	27,000				
Jan 23-25	WORKSHOP ON PROJECT MANAGEMENT	Laiq Ur Rahman	40,000	Jan 09-11	MANAGING THE LEARNING AND DEVELOPMENT FUNCTION: FROM TNA TO ROTI (HALF DAY)	Shehla Yasmeen	27,000
Jan 30 Feb 01	ADVANCED MS OFFICE	Aleem Habib	25,000	Jan 12-13	CREATING ORGANIZATIONAL EXCELLENCE	M. Syed Ul Haque	25,000
Feb 06-07	MS PROJECT	Aleem Habib	25,000	Jan 16-17	HANDLING DIFFICULT PEOPLE	Asmat Batool	25,000
Feb 06-08	EFFECTIVE COMMUNICATION SKILLS (HALF DAY)	Aslam Soni	27,000	Jan 16-17	INTERNAL AUDITING FOR INTEGRATED MANAGEMENT SYSTEMS	Visiting Faculty	25,000
Feb 06-08	HUMAN RESOURCE MANAGEMENT	Asmat Batool	33,000	Jan 23-24	TRAIN YOUR MIND: THINK POSITIVELY	Visiting Faculty	25,000
Feb 06-08	SKILLS IN GOAL SETTING AND WORK PLANNING	Khalid Hussain	33,000	Jan 23-24	LEADER AS A COACH	Haseeb T. Hassan	25,000
Feb 06-08	PRODUCTION OPERATIONS MANAGEMENT	Dr. Adeel Zeerak	33,000	Jan 30-31	STRESS MANAGEMENT	Asmat Batool	25,000
Feb 13-14	SKILLS IN SUPERVISION	Laiq Ur Rahman	25,000	Feb 06-07	HOW TO IMPROVE MORALE, MOTIVATION AND COMMITMENT	Shehla Yasmeen	25,000
Feb 13-15	TAXATION LAWS OF PAKISTAN	M. Abid Ali	33,000	Feb 06-07	MAINTENANCE MANAGEMENT WITH TPM	Muhammad Ovais	25,000
Feb 20-21	ANALYZING AND VISUALIZING DATA WITH POWER BI TOOLS	Aleem Habib	25,000	Feb 06-07	MANAGERIAL TRANSITION: FROM OPERATIONAL MANAGER TO STRATEGIC THINKER	M. Syed Ul Haque	27,000
Feb 20-21	DEVELOPING EMPLOYEE PERFORMANCE MEASUREMENT AND KPI SYSTEM	Shehla Yasmeen	25,000	Feb 09-10	HABITS OF SUCCESSFUL PROFESSIONALS	Laiq Ur Rahman	25,000
Feb 20-24	CERTIFIED LEAN SIX SIGMA: GREEN BELT	Visiting Faculty	50,000	Feb 13-14	CONTRACT MANAGEMENT	Dr. Adeel Zeerak	25,000
Feb 27-28	PROJECT MONITORING, EVALUATION AND CONTROL	Laiq Ur Rahman	25,000	Feb 13-14	PROCEDURES OF CONDUCTING EMPLOYEE ENQUIRIES	Shehla Yasmeen	25,000
Feb 27 Mar 03	MANAGEMENT COURSE FOR JUNIOR EXECUTIVES	Muhammad Ovais	35,000	Feb 13-14	EMOTIONAL INTELLIGENCE FOR WORKPLACE SUCCESS	Visiting Faculty	25,000
Mar 06-07	CREATING ORGANIZATIONAL EXCELLENCE	M. Syed Ul Haque	25,000	Feb 15-16	EVENT MANAGEMENT SKILLS	Visiting Faculty	25,000
Mar 06-07	STRESS MANAGEMENT	Asmat Batool	25,000	Feb 20-21	HOW DO EFFECTIVE MANAGERS ORGANIZE THEMSELVES	Khalid Hussain	25,000
Mar 06-07	UNDERSTANDING PPRA RULES	Dr. Adeel Zeerak	25,000	Feb 20-21	E-LEADERSHIP	Muhammad Ovais	25,000
Mar 08-09	ASSERTIVENESS SKILLS	Asmat Batool	25,000	Feb 22-23	MANAGERIAL PSYCHOLOGY	Muhammad Ovais	25,000
Mar 13-14	STRATEGIC MANAGEMENT	M. Syed Ul Haque	27,000	Feb 22-24	WORKSHOP ON PROJECT MANAGEMENT	Laiq Ur Rahman	40,000
Mar 13-14	CRITICAL THINKING AND ANALYTICAL SKILLS	Muhammad Ovais	25,000	Feb 27-28	SKILLS IN ADMINISTRATION	Aleem Habib	25,000
Mar 13-14	FRAUD EXAMINATION, RISK MANAGEMENT AND GOVERNANCE	Aamir Nouman	27,000	Feb 27-29	DEVELOPING AND EXECUTING STRATEGY (NEW)	M. Syed Ul Haque	33,000
Mar 20-21	DASHBOARD REPORTING AND ADVANCED DATA ANALYSIS WITH MS EXCEL	Aleem Habib	25,000	Mar 01-03	INTERNATIONAL FINANCIAL REPORTING STANDARDS (IFRS) (NEW)	Visiting Faculty	33,000
Mar 20-21	HABITS OF SUCCESSFUL PROFESSIONALS	Laiq Ur Rahman	25,000	Mar 01-03	PRINCIPLES OF GOOD MANAGEMENT	Aleem Habib	33,000
Mar 20-22	IMPROVING PERSONAL EFFECTIVENESS	Khalid Hussain	33,000	Mar 06-07	INVENTORY MANAGEMENT AND WAREHOUSING	Aslam Soni	25,000
May 02-03	SKILLS IN ADMINISTRATION	Aleem Habib	25,000	Mar 06-08	DATA ANALYSIS TECHNIQUES FOR EFFECTIVE DECISION MAKING	Khalid Hussain	33,000
May 02-03	MANAGING MULTIPLE PROJECT	Laiq Ur Rahman	25,000	Mar 09-10	ENHANCING LEADERSHIP SKILLS	Laiq Ur Rahman	25,000
May 02-03	HOW DO EFFECTIVE MANAGERS ORGANIZE THEMSELVES	Khalid Hussain	25,000	Mar 13-14	EFFECTIVE PURCHASE MANAGEMENT	Dr. Adeel Zeerak	25,000
May 08-09	MANAGERIAL TRANSITION: FROM OPERATIONAL MANAGER TO STRATEGIC THINKER	M. Syed Ul Haque	27,000	Mar 13-15	SKILLS IN GOAL SETTING AND WORK PLANNING	Khalid Hussain	33,000
May 08-09	CONTRACT MANAGEMENT	Dr. Adeel Zeerak	25,000	Mar 13-15	ADVANCED MS OFFICE	Aleem Habib	25,000
May 15-16	INVENTORY MANAGEMENT AND WAREHOUSING	Aslam Soni	25,000	Mar 13-17	CERTIFIED LEAN SIX SIGMA: GREEN BELT	Visiting Faculty	50,000
May 15-16	EMOTIONAL INTELLIGENCE FOR WORKPLACE SUCCESS	Visiting Faculty	25,000	Mar 15-16	MANAGING WITH POWER AND INFLUENCE	Dr. Adeel Zeerak	25,000
May 22-23	MAINTENANCE MANAGEMENT WITH TPM	Muhammad Ovais	25,000	Mar 16-17	AGILE PROJECT MANAGEMENT	Aleem Habib	25,000
May 22-24	PRINCIPLES OF GOOD MANAGEMENT	Aleem Habib	33,000	Mar 20-22	EFFECTIVE LETTERS, REPORTS AND PRESENTATIONS	Asmat Batool	27,000
May 29-31	TRAINING TECHNIQUES FOR TRAINERS	Khalid Hussain	33,000	Apr 26-27	PERFORMANCE BASED MANAGEMENT	Shehla Yasmeen	25,000
Jun 05-06	HANDLING DIFFICULT PEOPLE	Asmat Batool	25,000	May 02-03	BEHAVIOUR BASED SAFETY	Muhammad Ovais	25,000
Jun 05-06	CONFLICT MANAGEMENT	Shehla Yasmeen	25,000	May 02-03	DEVELOPING EMPLOYEE PERFORMANCE MEASUREMENT AND KPI SYSTEM	Shehla Yasmeen	25,000
Jun 05-07	BASICS OF BUSINESS ENGLISH	Muhammad Ovais	33,000	May 02-04	FINANCE AND ACCOUNTING FOR NON-FINANCIAL EXECUTIVES	M. Syed Ul Haque	33,000
Jun 07-08	PERFORMANCE BASED MANAGEMENT	Shehla Yasmeen	25,000	May 04-05	DESIGN THINKING FOR INNOVATION	Muhammad Ovais	25,000
Jun 12-14	FINANCE AND ACCOUNTING FOR NON-FINANCIAL EXECUTIVES	M. Syed Ul Haque	33,000	May 08-09	CONFLICT MANAGEMENT	Shehla Yasmeen	25,000
Jun 12-14	PROBLEM SOLVING AND DECISION MAKING SKILLS	Khalid Hussain	33,000				

PAKISTAN INSTITUTE OF MANAGEMENT

LEARNING AND DEVELOPMENT CALENDAR

(JANUARY to JUNE 2023)

LAHORE				ISLAMABAD			
DATE	COURSE TITLE	FACILITATOR	FEE (Rs)	DATE	COURSE TITLE	FACILITATOR	FEE (Rs)
May 08-09	MIND OPENERS FOR MANAGERS	Visiting Faculty	25,000	Feb 15-16	INNOVATION AND CHANGE MANAGEMENT (NEW)	Visiting Faculty	25,000
May 10-11	DASHBOARD REPORTING AND ADVANCED DATA ANALYSIS WITH MS EXCEL	Aleem Habib	25,000	Feb 15-17	FINANCE AND ACCOUNTING FOR NON-FINANCIAL EXECUTIVES	M. Syed Ul Haque	33,000
May 11-12	PROJECT MONITORING, EVALUATION AND CONTROL	Laiq Ur Rahman	25,000	Feb 20-22	INTEGRATED HSE MANAGEMENT SYSTEMS: ISO 14001 AND 45001	Visiting Faculty	33,000
May 15-16	EMPLOYEE ENGAGEMENT: BEYOND SATISFACTION	Shehla Yasmeen	25,000	Feb 23-24	HANDLING DIFFICULT PEOPLE	Asmat Batool	25,000
May 15-17	HUMAN RESOURCE MANAGEMENT	Asmat Batool	33,000	Feb 27-Mar 1	EFFECTIVE COMMUNICATION SKILLS (HALF DAY)	Aslam Soni	27,000
May 22-23	SUPPLY CHAIN MANAGEMENT	Aslam Soni	25,000	Feb 27-Mar 1	PROBLEM SOLVING AND DECISION MAKING SKILLS	Khalid Hussain	33,000
May 22-24	IMPROVING PERSONAL EFFECTIVENESS	Khalid Hussain	33,000	Mar 02-03	EMOTIONAL INTELLIGENCE FOR WORKPLACE SUCCESS	Visiting Faculty	25,000
May 24-25	NEGOTIATION SKILLS	Aslam Soni	25,000	Mar 02-03	LEADER AS A COACH	Visiting Faculty	25,000
May 24-25	UNDERSTANDING PPRA RULES	Dr. Adeel Zeerak	25,000	Mar 06-07	MS PROJECT	Aleem Habib	25,000
May 26-27	DEVELOPING FUTURE LEADERS FOR FINANCIAL INSTITUTIONS	Visiting Faculty	25,000	Mar 06-07	EMPLOYEE ENGAGEMENT: BEYOND SATISFACTION	Shehla Yasmeen	25,000
May 29-31	TEAMWORK: GETTING PEOPLE TO WORK TOGETHER (HALF DAY)	Aslam Soni	27,000	Mar 08	EVENT MANAGEMENT SKILLS	Sheikh M Ali	17,000
May 29-31	PRODUCTION OPERATIONS MANAGEMENT	Dr. Adeel Zeerak	33,000	Mar 08-10	FINANCIAL ANALYSIS: CONCEPTS AND TECHNIQUES	M. Syed Ul Haque	33,000
May 29-31	ADVANCED MS EXCEL	Aleem Habib	25,000	Mar 09-10	ANGER MANAGEMENT (NEW)	Sheikh M Ali	25,000
May 29-30	EFFECTIVE PRESENTATION SKILLS	Asmat Batool	25,000	Mar 13-15	HUMAN RESOURCE MANAGEMENT	Asmat Batool	33,000
May 31-Jun 2	DEVELOPING ORGANIZATIONAL POLICIES AND PROCEDURES (HALF DAY)	Shehla Yasmeen	27,000	Mar 15-17	WORKSHOP ON PROJECT MANAGEMENT	Laiq Ur Rahman	40,000
Jun 01-02	EFFECTIVE DELEGATING AND COACHING SKILLS	Dr. Adeel Zeerak	25,000	May 02-03	TIME AND STRESS MANAGEMENT	Asmat Batool	25,000
Jun 01-02	ASSERTIVENESS SKILLS	Asmat Batool	25,000	May 02-03	SUPPLY CHAIN MANAGEMENT	Aslam Soni	25,000
Jun 05-07	TRAINING TECHNIQUES FOR TRAINERS	Khalid Hussain	33,000	May 04-05	MANAGING WITH POWER AND INFLUENCE	Dr. Adeel Zeerak	25,000
Jun 08-09	DEVELOPING MANAGERIAL COMPETENCIES	Khalid Hussain	25,000	May 04-05	NEGOTIATION SKILLS	Aslam Soni	25,000
Jun 08-09	MANAGING MULTIPLE PROJECT	Laiq Ur Rahman	25,000	May 08-09	ADVANCE FINANCIAL MODELING IN EXCEL (NEW)	Visiting Faculty	25,000
Jun 12-13	CRITICAL THINKING AND ANALYTICAL SKILLS	Muhammad Ovais	25,000	May 08-10	TEAMWORK: GETTING PEOPLE TO WORK TOGETHER (HALF DAY)	Aslam Soni	27,000
Jun 12-14	EFFECTIVE COMMUNICATION SKILLS (HALF DAY)	Aslam Soni	27,000	May 10-11	HOW TO IMPROVE MORALE, MOTIVATION AND COMMITMENT	Shehla Yasmeen	25,000
Jun 12-14	ADMINISTRATIVE PROCEDURES FOR GOVERNMENT OFFICIALS	Munir Ahmed	33,000	May 10-12	DATA ANALYSIS TECHNIQUES FOR EFFECTIVE DECISION MAKING	Khalid Hussain	33,000
Jun 19-21	DEVELOPMENT COURSE FOR SUPERVISORS	Aleem Habib	27,000	May 15-16	DEVELOPING MANAGERIAL COMPETENCIES	Khalid Hussain	25,000
Jun 19-23	MANAGEMENT COURSE FOR JUNIOR EXECUTIVES	Muhammad Ovais	35,000	May 15-17	ADVANCED MS OFFICE	Aleem Habib	25,000
Jun 22-23	ANALYZING AND VISUALIZING DATA WITH POWER BI TOOLS	Aleem Habib	25,000	May 18-19	HABITS OF SUCCESSFUL PROFESSIONALS	Laiq Ur Rahman	25,000
Jun 26-28	PROBLEM SOLVING AND DECISION MAKING SKILLS	Khalid Hussain	33,000	May 18-19	EFFECTIVE DELEGATING AND COACHING SKILLS	Dr. Adeel Zeerak	25,000
Jun 29-30	SKILLS IN SUPERVISION	Laiq Ur Rahman	25,000	May 22-23	PREPARING AN ENTREPRENEURIAL MIND SET (NEW)	Visiting Faculty	25,000
ISLAMABAD				May 22-24	ADMINISTRATIVE PROCEDURES FOR GOVERNMENT OFFICIALS	Visiting Faculty	33,000
Jan 09-10	CRITICAL THINKING AND ANALYTICAL SKILLS	Muhammad Ovais	25,000	May 29-30	INTERNAL AUDITING FOR INTEGRATED MANAGEMENT SYSTEMS	Visiting Faculty	25,000
Jan 16-17	SKILLS IN ADMINISTRATION	Aleem Habib	25,000	May 29-Jun 2	CERTIFIED LEAN SIX SIGMA: GREEN BELT	Visiting Faculty	50,000
Jan 16-18	IMPROVING PERSONAL EFFECTIVENESS	Khalid Hussain	33,000	Jun 01-02	BASICS OF ESTA CODE AND RULES OF BUSINESS FOR GOVERNMENT EMPLOYEES (NEW)	Visiting Faculty	25,000
Jan 19-20	DATA SCIENCE FOR DECISION MAKING	Aleem Habib	25,000	Jun 05-06	TECHNIQUES FOR CAPITAL, BUDGETING AND FORECASTING (NEW)	Visiting Faculty	25,000
Jan 19-20	MANAGEMENT IN THE AGE OF ARTIFICIAL INTELLIGENCE	Sheikh M Ali	25,000	Jun 05-07	PRINCIPLES OF GOOD MANAGEMENT	Aleem Habib	33,000
Jan 23-24	STRATEGIC MANAGEMENT	M. Syed Ul Haque	27,000	Jun 07-09	TAXATION LAWS OF PAKISTAN	Visiting Faculty	33,000
Jan 23-24	HR ANALYTICS	Shehla Yasmeen	25,000	Jun 08-09	ANALYZING AND VISUALIZING DATA WITH POWER BI TOOLS	Aleem Habib	25,000
Jan 26-27	QUALITY ASSURANCE AND MANAGEMENT	Visiting Faculty	25,000	Jun 12-13	DEVELOPING EMPLOYEE PERFORMANCE MEASUREMENT AND KPI SYSTEM	Shehla Yasmeen	25,000
Jan 30-31	UNDERSTANDING PPRA RULES	Dr. Adeel Zeerak	25,000	Jun 15-16	PROJECT MONITORING, EVALUATION AND CONTROL	Laiq Ur Rahman	25,000
Jan 30-31	CONFLICT MANAGEMENT	Shehla Yasmeen	25,000	Jun 15-16	MIND OPENERS FOR MANAGERS	Visiting Faculty	25,000
Feb 01-03	TRAINING TECHNIQUES FOR TRAINERS	Khalid Hussain	33,000	Jun 19-20	CREATING ORGANIZATIONAL EXCELLENCE	M. Syed Ul Haque	25,000
Feb 02-03	ENHANCING LEADERSHIP SKILLS	Laiq Ur Rahman	25,000	Jun 22-23	CONTRACT MANAGEMENT	Dr. Adeel Zeerak	25,000
Feb 06-07	COMMUNICATION MANNERISM: THE ART OF TECHNICAL WRITING	Sheikh M Ali	25,000	Jun 26-27	DASHBOARD REPORTING AND ADVANCED DATA ANALYSIS WITH MS EXCEL	Aleem Habib	25,000
Feb 06-07	MANAGEMENT SKILLS FOR MID CAREER PROFESSIONALS (NEW)	Visiting Faculty	25,000	Jun 26-28	EFFECTIVE LETTERS, REPORTS AND PRESENTATIONS	Asmat Batool	27,000
Feb 13-14	EFFECTIVE PRESENTATION SKILLS	Asmat Batool	25,000				
Feb 13-15	ADVANCED MS EXCEL	Aleem Habib	25,000				

- Course timings: 9:00 am to 4:00 pm (Full Day) 9:00 am to 1:00 pm (Half Day).
- Courses can also be arranged in-house to meet our clients' specialized needs. These courses can be conducted at PIM or any other location.
- PIM reserves the right to make any changes required as per circumstances.

- PIM offers complimentary participation and fee discounts in courses to various categories of PIM memberships.
- Fee is exclusive of all applicable taxes.
- Training may also take place online, in case of government restrictions.

PAKISTAN INSTITUTE OF MANAGEMENT

CATEGORY Wise COURSES

(JANUARY to JUNE 2023)

COMMUNICATION	DATE	CITY	FEE (Rs)	GENERAL MANAGEMENT	DATE	CITY	FEE (Rs)
BASICS OF BUSINESS ENGLISH	Jun 05-07	Karachi	33,000	HOW TO IMPROVE MORALE, MOTIVATION AND	Feb 06-07	Lahore	25,000
COMMUNICATION MANNERISM: THE ART OF TECHNICAL WRITING	Feb 06-07	Islamabad	25,000	COMMITMENT	May 10-11	Islamabad	
				INNOVATION AND CHANGE MANAGEMENT (NEW)	Feb 15-16	Islamabad	25,000
EFFECTIVE COMMUNICATION SKILLS (HALF DAY)	Feb 06-08	Karachi	27,000	MIND OPENERS FOR MANAGERS	May 08-09	Lahore	25,000
	Feb 27-Mar 01	Islamabad			Jun 15-16	Islamabad	
	Jun 12-14	Lahore			MANAGEMENT COURSE FOR JUNIOR EXECUTIVES	Feb 27-Mar 03	Karachi
EFFECTIVE LETTERS, REPORTS AND PRESENTATIONS	Jan 23-25	Karachi	27,000		Jun 19-23	Lahore	
	Mar 20-22	Lahore		MANAGEMENT IN THE AGE OF ARTIFICIAL INTELLIEGENCE	Jan 19-20	Islamabad	25,000
	Jun 26-28	Islamabad		MANAGEMENT SKILLS FOR MID CAREER PROFESSIONALS (NEW)	Feb 06-07	Islamabad	25,000
EFFECTIVE PRESENTATION SKILLS	Jan 09-10	Karachi	25,000	MANAGING WITH POWER AND INFLUENCE	Mar 15-16	Lahore	25,000
	Feb 13-14	Islamabad			May 04-05	Islamabad	
	May 29-30	Lahore					
FINANCE AND AUDITING				PROBLEM SOLVING AND DECISION MAKING SKILLS	Feb 27-Mar 01	Islamabad	33,000
ADVANCE FINANCIAL MODELING IN EXCEL (NEW)	May 08-09	Islamabad	25,000		Jun 12-14	Karachi	
					Jun 26-28	Lahore	
FINANCE AND ACCOUNTING FOR NON-FINANCIAL EXECUTIVES	Feb 15-17	Islamabad	33,000	PREPARING AN ENTREPRENEURIAL MIND SET (NEW)	May 22-23	Islamabad	25,000
	May 02-04	Lahore		PRINCIPLES OF GOOD MANAGEMENT	Mar 01-03	Lahore	33,000
	Jun 12-14	Karachi			May 22-24	Karachi	
FINANCIAL ANALYSIS: CONCEPTS AND TECHNIQUES	Jan 02-04	Karachi	33,000		Jun 05-07	Islamabad	
	Mar 08-10	Islamabad			Jan 16-17	Islamabad	25,000
FRAUD EXAMINATION, RISK MANAGEMENT AND GOVERNANCE	Mar 13-14	Karachi	27,000	SKILLS IN ADMINISTRATION	Feb 27-28	Lahore	
					May 02-03	Karachi	
	INTERNAL AUDITING FOR INTEGRATED MANAGEMENT SYSTEMS	Jan 16-17	Lahore	25,000	SKILLS IN GOAL SETTING AND WORK PLANNING	Feb 06-08	Karachi
	May 29-30	Islamabad				Mar 13-15	Lahore
INTERNATIONAL FINANCIAL REPORTING STANDARDS (IFRS) (NEW)	Mar 01-03	Lahore	33,000	SKILLS IN SUPERVISION	Feb 13-14	Karachi	25,000
					Jun 29-30	Lahore	
TECHNIQUES FOR CAPITAL, BUDGETING AND FORECASTING (NEW)	Jun 05-06	Islamabad	25,000	TEAMWORK: GETTING PEOPLE TO WORK TOGETHER (HALF DAY)	May 08-10	Islamabad	27,000
					May 29-31	Lahore	
					Jun 26-28	Karachi	
GENERAL MANAGEMENT				HUMAN RESOURCE MANAGEMENT			
DATA ANALYSIS TECHNIQUES FOR EFFECTIVE DECISION MAKING	Mar 06-08	Lahore	33,000	DEVELOPING EMPLOYEE PERFORMANCE MEASUREMENT AND KPI SYSTEM	Feb 20-21	Karachi	25,000
	May 10-12	Islamabad			May 02-03	Lahore	
	Jun 19-21	Karachi			Jun 12-13	Islamabad	
DESIGN THINKING FOR INNOVATION	May 04-05	Lahore	25,000				
DEVELOPING MANAGERIAL COMPETENCIES	Jan 23-24	Karachi	25,000	DEVELOPING ORGANIZATIONAL POLICIES AND PROCEDURES (HALF DAY)	May 31-Jun 02	Lahore	27,000
	May 15-16	Islamabad					
	Jun 08-09	Lahore					
DEVELOPMENT COURSE FOR SUPERVISORS	Jan 23-25	Karachi	27,000	EMPLOYEE ENGAGEMENT: BEYOND SATISFACTION	Mar 06-07	Islamabad	25,000
	Jun 19-21	Lahore		May 15-16	Lahore		
					HR ANALYTICS	Jan 23-24	Islamabad
E-LEADERSHIP	Feb 20-21	Lahore	25,000	HUMAN RESOURCE MANAGEMENT	Feb 06-08	Karachi	33,000
EFFECTIVE DELEGATING & COACHING SKILLS	May 18-19	Islamabad	25,000		Mar 13-15	Islamabad	
	Jun 01-02	Lahore			May 15-17	Lahore	
EMOTIONAL INTELLIGENCE FOR WORKPLACE SUCCESS	Feb 13-14	Lahore	25,000	MANAGING THE LEARNING AND DEVELOPMENT FUNCTION: FROM TNA TO ROTI (HALF DAY)	Jan 09-11	Lahore	27,000
	Mar 02-03	Islamabad					
	May 15-16	Karachi		PROCEDURES OF CONDUCTING EMPLOYEE ENQUIRIES	Feb 13-14	Lahore	25,000
EVENT MANAGEMENT SKILLS	Feb 15-16	Lahore	25,000	PERFORMANCE BASED MANAGEMENT	Apr 26-27	Lahore	25,000
	Mar 08	Islamabad	17,000		Jun 07-08	Karachi	
HABITS OF SUCCESSFUL PROFESSIONALS	Feb 09-10	Lahore	25,000	TRAINING TECHNIQUES FOR TRAINERS	Feb 01-03	Islamabad	33,000
	Mar 20-21	Karachi			May 29-31	Karachi	
	May 18-19	Islamabad			Jun 05-07	Lahore	
HOW DO EFFECTIVE MANAGERS ORGANIZE THEMSELVES	Feb 20-21	Lahore	25,000				
	May 02-03	Karachi					

PAKISTAN INSTITUTE OF MANAGEMENT

CATEGORY Wise COURSES

(JANUARY to JUNE 2023)

INFORMATION TECHNOLOGY	DATE	CITY	FEE (Rs)	PROJECT MANAGEMENT	DATE	CITY	FEE (Rs)			
ADVANCED MS EXCEL	Feb 13-15	Islamabad	25,000	WORKSHOP ON PROJECT MANAGEMENT	Jan 23-25	Karachi	40,000			
	May 29-31	Lahore			Feb 22-24	Lahore				
	Jun 12-14	Karachi			Mar 15-17	Islamabad				
ADVANCED MS OFFICE	Jan 30-Feb 01	Karachi	25,000	SAFETY AND SECURITY						
	Mar 13-15	Lahore		BEHAVIOUR BASED SAFETY				May 02-03	Lahore	25,000
	May 15-17	Islamabad								
ANALYZING AND VISUALIZING DATA WITH POWER BI TOOLS	Feb 20-21	Karachi	25,000	RISK MANAGEMENT						
	Jun 08-09	Islamabad		ENTERPRISE RISK MANAGEMENT				Jan 16-17	Karachi	25,000
	Jun 22-23	Lahore								
DATA SCIENCE FOR DECISION MAKING	Jan 19-20	Islamabad	25,000	SOFT SKILLS						
DASHBOARD REPORTING AND ADVANCED DATA ANALYSIS WITH MS EXCEL	Mar 20-21	Karachi	25,000	ASSERTIVENESS SKILLS	Mar 08-09	Karachi	25,000			
	May 10-11	Lahore			Jun 01-02	Lahore				
	Jun 26-27	Islamabad		ANGER MANAGEMENT (NEW)	Mar 09-10	Islamabad	25,000			
LAWS AND TAXATION				CONFLICT MANAGEMENT	Jan 30-31	Islamabad	25,000			
ADMINISTRATIVE PROCEDURES FOR GOVERNMENT OFFICIALS	Jun 12-14	Lahore	33,000		May 08-09	Lahore				
	May 22-24	Islamabad			Jun 05-06	Karachi				
BASICS OF ESTA CODE AND RULES OF BUSINESS FOR GOVERNMENT EMPLOYEES (NEW)	Jun 01-02	Islamabad	25,000	CRITICAL THINKING AND ANALYTICAL SKILLS	Jan 09-10	Islamabad	25,000			
TAXATION LAWS OF PAKISTAN	Feb 13-15	Karachi	33,000		Mar 13-14	Karachi				
	Jun 07-09	Islamabad			Jun 12-13	Lahore				
UNDERSTANDING PPRA RULES	Jan 30-31	Islamabad	25,000	HANDLING DIFFICULT PEOPLE	Jan 16-17	Lahore	25,000			
	Mar 06-07	Karachi			Feb 23-24	Islamabad				
	May 24-25	Lahore			Jun 05-06	Karachi				
	LEADERSHIP AND STRATEGIC MANAGEMENT				IMPROVING PERSONAL EFFECTIVENESS	Jan 16-18	Islamabad	33,000		
					Mar 20-22	Karachi				
					May 22-24	Lahore				
CREATING ORGANIZATIONAL EXCELLENCE	Jan 12-13	Lahore	25,000	MANAGERIAL PSYCHOLOGY	Feb 22-23	Lahore	25,000			
	Mar 06-07	Karachi		NEGOTIATION SKILLS	May 04-05	Islamabad	25,000			
	Jun 19-20	Islamabad			May 24-25	Lahore				
DEVELOPING FUTURE LEADERS FOR FINANCIAL INSTITUTIONS	May 26-27	Lahore	25,000		TIME AND STRESS MANAGEMENT	Jun 21-22		Karachi	25,000	
ENHANCING LEADERSHIP SKILLS	Feb 02-03	Islamabad	25,000	STRESS MANAGEMENT	May 02-03	Islamabad	25,000			
	Mar 09-10	Lahore			Jan 30-31	Lahore				
	Jun 20-21	Karachi		TRAIN YOUR MIND: THINK POSITIVELY	Mar 06-07	Karachi	25,000			
LEADER AS A COACH	Jan 23-24	Lahore	25,000	SUPPLY CHAIN, OPERATIONS AND QUALITY MANAGEMENT						
MANAGERIAL TRANSITION: FROM OPERATIONAL MANAGER TO STRATEGIC THINKER	Feb 06-07	Lahore	27,000	CERTIFIED LEAN SIX SIGMA: GREEN BELT	Feb 20-24	Karachi	50,000			
	May 08-09	Karachi			Mar 13-17	Lahore				
STRATEGIC MANAGEMENT	Jan 23-24	Islamabad	27,000		EFFECTIVE PURCHASE MANAGEMENT	May 29-Jun 02		Islamabad	25,000	
	Mar 13-14	Karachi		Jan 23-24		Karachi				
DEVELOPING AND EXECUTING STRATEGY (NEW)	Jan 16-18	Karachi	33,000	INTEGRATED HSE MANAGEMENT SYSTEMS: ISO 14001 AND 45001	Mar 13-14	Lahore	33,000			
	Feb 27-29	Lahore			Feb 20-22	Islamabad				
PROJECT MANAGEMENT				INVENTORY MANAGEMENT AND WAREHOUSING	Mar 06-07	Lahore	25,000			
AGILE PROJECT MANAGEMENT	Mar 16-17	Lahore	25,000		May 15-16	Karachi				
CONTRACT MANAGEMENT	Feb 13-14	Lahore	25,000	MAINTENANCE MANAGEMENT WITH TPM	Feb 06-07	Lahore	25,000			
	May 08-09	Karachi			May 22-23	Karachi				
	Jun 22-23	Islamabad			Feb 06-08	Karachi				
MANAGING MULTIPLE PROJECTS	May 02-03	Karachi	25,000	PRODUCTION OPERATIONS MANAGEMENT	May 29-31	Lahore	33,000			
	Jun 08-09	Lahore		QUALITY ASSURANCE AND MANAGEMENT	Jan 26-27	Islamabad		25,000		
MS PROJECT	Feb 06-07	Karachi	25,000	SUPPLY CHAIN MANAGEMENT	May 02-03	Islamabad	25,000			
	Mar 06-07	Islamabad			May 22-23	Lahore				
PROJECT MONITORING, EVALUATION AND CONTROL	Feb 27-28	Karachi	25,000							
	May 11-12	Lahore								
	Jun 15-16	Islamabad								

OTHER OFFERINGS OF PIM

CONSULTING SERVICES

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

PIM offers diploma and certification programs in the evening and on weekends, in various fields for professionals who want to upgrade their knowledge and skills in their area of specialization.

DIPLOMA PROGRAMS

E-LEARNING

PIM E-Learning platform identifies and assesses organizational learning or training goals, delivers instructional content, tracks the progress, evaluation of meeting those goals, and consolidates data for supervising the learning process of the 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 conduct management training and development programs tailored to meet the needs of the organizations. The customized programs can be conducted either at PIM or at a location chosen by the client.

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 lifetime or annual membership. Membership benefits include complimentary trainings, special discounts in PIM programs, and other benefits.

Please contact: pimmarketing@pim.com.pk

FOR DETAILS AND REGISTRATION

Karachi Head Office

Management House, Adjacent to Park Towers, Shahrah-e-Iran, Clifton, Karachi-75600.

EPABX: (+9221) 9925 1711-14 Voice Dir: (+9221) 9925 1718, 99251680 Fax: (+9221) 9925 1715-16

E-Mail: program@pim.com.pk, pimmarketing@pim.com.pk

Lahore Branch Office

Management House, 70-B/2, Gulberg-III, Lahore-54760.

EPABX: (+9242) 9926 3133-35

Voice Dir: (+9242) 9926 3137

Fax: (+9242) 9926 3138

E-mail: pimlhe@pim.com.pk, hamza@pim.com.pk

Islamabad Branch Office

Room # 141, IIU, Faisal Masjid Campus,

Faisal Avenue, Islamabad-44000.

EPABX: (+9251) 926 0003-4

Fax: (+9251) 926 0005

E-mail: pimisb@pim.com.pk, pimislamabad@gmail.com