

MANAGEMENT TRAINING & DEVELOPMENT PROGRAM



2023
JULY - DEC



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



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PAKISTAN INSTITUTE OF MANAGEMENT

LEARNING AND DEVELOPMENT CALENDAR

(JULY to DECEMBER 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 July to December 2023.

KARACHI							
DATE	COURSE TITLE	FACILITATOR	FEE (Rs)	DATE	COURSE TITLE	FACILITATOR	FEE (Rs)
July 17-19	SKILLS IN GOAL SETTING AND WORK PLANNING	Khalid Hussain	33,000	Dec 18-19	HANDLING DIFFICULT PEOPLE	Asmat Batool	25,000
July 17-18	ANALYZING AND VISUALIZING DATA WITH POWER BI TOOLS	Aleem Habib	25,000	Dec 18-20	TRAINING TECHNIQUES FOR TRAINERS	Khalid Hussain	33,000
July 24-25	EFFECTIVE PURCHASE MANAGEMENT	Dr. Adeel Zeerak	25,000	Dec 20-21	ASSERTIVENESS SKILLS	Asmat Batool	25,000
July 24-26	FINANCE AND ACCOUNTING FOR NON-FINANCIAL EXECUTIVES	M. Syed Ul Haque	33,000	Dec 26-27	MANAGERIAL TRANSITION: FROM OPERATIONAL MANAGER TO STRATEGIC THINKER	M. Syed Ul Haque	27,000
July 31-Aug 1	ENTERPRISE RISK MANAGEMENT	Muhammad Ovais	25,000	LAHORE			
Aug 02-04	WORKSHOP ON PROJECT MANAGEMENT	Laiq Ur Rahman	33,000	Jul 10-11	CREATING ORGANIZATIONAL EXCELLENCE	M. Syed Ul Haque	25,000
Aug 07-09	HUMAN RESOURCE MANAGEMENT	Asmat Batool	33,000	Jul 10-12	MANAGING THE LEARNING AND DEVELOPMENT FUNCTION: FROM TNA TO ROTI (HALF DAY)	Shehla Yasmeen	27,000
Aug 10-11	EFFECTIVE PRESENTATION SKILLS	Asmat Batool	25,000	Jul 18-19	PROCEDURES OF CONDUCTING EMPLOYEE ENQUIRIES	Shehla Yasmeen	25,000
Aug 15-16	ACCIDENT INVESTIGATION AND REPORTING	Muhammad Ovais	25,000	Jul 24-25	HOW DO EFFECTIVE MANAGERS ORGANIZE THEMSELVES	Khalid Hussain	25,000
Aug 15-17	EFFECTIVE COMMUNICATION SKILLS	Aslam Soni	33,000	Jul 24-25	HANDLING DIFFICULT PEOPLE	Asmat Batool	25,000
Aug 17-18	STRATEGIC MANAGEMENT	M. Syed Ul Haque	27,000	Jul 24-25	QUALITY ASSURANCE AND MANAGEMENT	Visiting Faculty	25,000
Aug 21-22	MAINTENANCE MANAGEMENT WITH TPM	Muhammad Ovais	25,000	Jul 31-Aug 1	CONTRACT MANAGEMENT	Dr. Adeel Zeerak	25,000
Aug 21-23	PROBLEM SOLVING AND DECISION MAKING SKILLS	Khalid Hussain	33,000	Aug 02-04	PRINCIPLES OF GOOD MANAGEMENT	Aleem Habib	33,000
Aug 28-29	MANAGING WITH POWER AND INFLUENCE	Dr. Adeel Zeerak	25,000	Aug 07-08	EMPLOYEE ENGAGEMENT: BEYOND SATISFACTION	Shehla Yasmeen	25,000
Sep 07-09	TAXATION LAWS OF PAKISTAN	Visiting Faculty	33,000	Aug 10-11	HABITS OF SUCCESSFUL PROFESSIONALS	Laiq Ur Rahman	25,000
Sep 11-13	FINANCIAL ANALYSIS: CONCEPTS AND TECHNIQUES	M. Syed Ul Haque	33,000	Aug 15-16	EFFECTIVE DELEGATING AND COACHING SKILLS	Dr. Adeel Zeerak	25,000
Sep 11-13	PRODUCTION OPERATIONS MANAGEMENT	Dr. Adeel Zeerak	33,000	Aug 16-18	ADVANCED MS OFFICE	Aleem Habib	25,000
Sep 11-12	MS PROJECT	Aleem Habib	25,000	Aug 21-23	FINANCIAL ANALYSIS: CONCEPTS AND TECHNIQUES	M. Syed Ul Haque	33,000
Sep 11-15	CERTIFIED LEAN SIX SIGMA GREEN BELT	Visiting Faculty	50,000	Aug 21-23	EFFECTIVE LETTERS, REPORTS AND PRESENTATIONS	Asmat Batool	27,000
Sep 18-19	ENHANCING LEADERSHIP SKILLS	Laiq Ur Rahman	25,000	Aug 28-29	CRITICAL THINKING AND ANALYTICAL SKILLS	Muhammad Ovais	25,000
Sep 18-20	ADVANCED MS OFFICE	Aleem Habib	25,000	Aug 30-Sep 1	SKILLS IN GOAL SETTING AND WORK PLANNING	Khalid Hussain	33,000
Sep 25-26	PROJECT MONITORING, EVALUATION AND CONTROL	Laiq Ur Rahman	25,000	Sep 06-08	WORKSHOP ON PROJECT MANAGEMENT	Laiq Ur Rahman	33,000
Sep 25-26	FRAUD EXAMINATION, RISK MANAGEMENT AND GOVERNANCE	Aamir Nouman	27,000	Sep 06-08	ADVANCED MS EXCEL	Aleem Habib	25,000
Sep 25-27	TEAMWORK: GETTING PEOPLE TO WORK TOGETHER	Aslam Soni	33,000	Sep 11-12	EVENT MANAGEMENT SKILLS	Muhammad Ovais	25,000
Oct 02-03	EVENT MANAGEMENT SKILLS	Muhammad Ovais	25,000	Sep 13-14	BEHAVIOUR BASED SAFETY	Muhammad Ovais	25,000
Oct 02-03	SUPPLY CHAIN MANAGEMENT	Aslam Soni	25,000	Sep 18-19	STRATEGIC MANAGEMENT	M. Syed Ul Haque	27,000
Oct 04-05	DEVELOPING MANAGERIAL COMPETENCIES	Khalid Hussain	25,000	Sep 20-22	IMPROVING PERSONAL EFFECTIVENESS	Khalid Hussain	33,000
Oct 09-10	SKILLS IN ADMINISTRATION	Aleem Habib	25,000	Sep 25-26	SKILLS IN ADMINISTRATION	Aleem Habib	25,000
Oct 16-17	DEVELOPING EMPLOYEE PERFORMANCE MEASUREMENT AND KPI SYSTEM	Shehla Yasmeen	25,000	Sep 25-26	CONFLICT MANAGEMENT	Shehla Yasmeen	25,000
Oct 16-20	MANAGEMENT COURSE FOR JUNIOR EXECUTIVES	Muhammad Ovais	35,000	Sep 27-28	DASHBOARD REPORTING AND ADVANCED DATA ANALYSIS WITH MS EXCEL	Aleem Habib	25,000
Oct 18-19	CONFLICT MANAGEMENT	Shehla Yasmeen	25,000	Oct 02-03	MANAGERIAL TRANSITION: FROM OPERATIONAL MANAGER TO STRATEGIC THINKER	M. Syed Ul Haque	27,000
Oct 23-25	IMPROVING PERSONAL EFFECTIVENESS	Khalid Hussain	33,000	Oct 02-03	EMOTIONAL INTELLIGENCE FOR WORKPLACE SUCCESS	Visiting Faculty	25,000
Oct 23-25	EFFECTIVE LETTERS, REPORTS AND PRESENTATIONS	Asmat Batool	27,000	Oct 05-06	SKILLS IN SUPERVISION	Laiq Ur Rahman	25,000
Oct 26-27	STRESS MANAGEMENT	Asmat Batool	25,000	Oct 09-13	CERTIFIED LEAN SIX SIGMA GREEN BELT	Visiting Faculty	50,000
Oct 30-31	HABITS OF SUCCESSFUL PROFESSIONALS	Laiq Ur Rahman	25,000	Oct 11-13	DATA ANALYSIS TECHNIQUES FOR EFFECTIVE DECISION MAKING	Khalid Hussain	33,000
Oct 30-Nov 1	ADVANCED MS EXCEL	Aleem Habib	25,000	Oct 16-17	MANAGING WITH POWER AND INFLUENCE	Dr. Adeel Zeerak	25,000
Nov 06-07	CRITICAL THINKING AND ANALYTICAL SKILLS	Muhammad Ovais	25,000	Oct 16-17	INVENTORY MANAGEMENT AND WAREHOUSING	Aslam Soni	25,000
Nov 06-08	DATA ANALYSIS TECHNIQUES FOR EFFECTIVE DECISION MAKING	Khalid Hussain	33,000	Oct 18-19	EFFECTIVE PURCHASE MANAGEMENT	Dr. Adeel Zeerak	25,000
Nov 13-14	MANAGING MULTIPLE PROJECT	Laiq Ur Rahman	25,000	Oct 18-19	FINANCIAL MANAGEMENT	Aslam Soni	25,000
Nov 13-14	CONTRACT MANAGEMENT	Dr. Adeel Zeerak	25,000	Oct 23-24	E-LEADERSHIP	Muhammad Ovais	25,000
Nov 13-15	DEVELOPMENT COURSE FOR SUPERVISORS	Aleem Habib	27,000	Oct 25-26	DESIGN THINKING FOR INNOVATION	Muhammad Ovais	25,000
Nov 20-21	CREATING ORGANIZATIONAL EXCELLENCE	M. Syed Ul Haque	25,000	Oct 25-27	DEVELOPMENT COURSE FOR SUPERVISORS	Aleem Habib	27,000
Nov 20-21	UNDERSTANDING PPRA RULES	Dr. Adeel Zeerak	25,000	Oct 26-27	PROJECT MONITORING, EVALUATION AND CONTROL	Laiq Ur Rahman	25,000
Nov 20-22	PRINCIPLES OF GOOD MANAGEMENT	Aleem Habib	33,000	Oct 30-Nov 1	TEAMWORK: GETTING PEOPLE TO WORK TOGETHER	Aslam Soni	33,000
Dec 04-05	WORKSHOP ON STRATEGIC PLANNING	M. Syed Ul Haque	25,000	Nov 06-07	DEVELOPING EMPLOYEE PERFORMANCE MEASUREMENT AND KPI SYSTEM	Shehla Yasmeen	25,000
Dec 04-05	HOW DO EFFECTIVE MANAGERS ORGANIZE THEMSELVES	Khalid Hussain	25,000				
Dec 04-05	NEGOTIATION SKILLS	Aslam Soni	25,000				
Dec 11-12	DASHBOARD REPORTING AND ADVANCED DATA ANALYSIS WITH MS EXCEL	Aleem Habib	25,000				
Dec 18-19	INVENTORY MANAGEMENT AND WAREHOUSING	Aslam Soni	25,000				

PAKISTAN INSTITUTE OF MANAGEMENT

LEARNING AND DEVELOPMENT CALENDAR

(JULY to DECEMBER 2023)

LAHORE				ISLAMABAD			
DATE	COURSE TITLE	FACILITATOR	FEE (Rs)	DATE	COURSE TITLE	FACILITATOR	FEE (Rs)
Nov 06-07	ASSERTIVENESS SKILLS	Asmat Batool	25,000	Aug 28-30	FINANCE AND ACCOUNTING FOR NON-FINANCIAL EXECUTIVES	M. Syed Ul Haque	33,000
Nov 06-07	LEADER AS A COACH	Haseeb T. Hassan	25,000	Aug 31-Sep 1	HOW TO IMPROVE MORALE, MOTIVATION AND COMMITMENT	Shehla Yasmeen	25,000
Nov 13-15	FINANCE AND ACCOUNTING FOR NON-FINANCIAL EXECUTIVES	M. Syed Ul Haque	33,000	Aug 31-Sep 1	MANAGEMENT SKILLS FOR MID CAREER PROFESSIONALS	Visiting Faculty	25,000
Nov 13-14	HOW TO IMPROVE MORALE, MOTIVATION AND COMMITMENT	Shehla Yasmeen	25,000	Sep 04-05	NEGOTIATION SKILLS	Aslam Soni	25,000
Nov 13-14	MANAGERIAL PSYCHOLOGY	Muhammad Ovais	25,000	Sep 06-07	SUPPLY CHAIN MANAGEMENT	Aslam Soni	25,000
Nov 15-16	MAINTENANCE MANAGEMENT WITH TPM	Muhammad Ovais	25,000	Sep 11-12	DEVELOPING EMPLOYEE PERFORMANCE MEASUREMENT AND KPI SYSTEM	Shehla Yasmeen	25,000
Nov 20-21	EFFECTIVE PRESENTATION SKILLS	Asmat Batool	25,000	Sep 11-13	HUMAN RESOURCE MANAGEMENT	Asmat Batool	33,000
Nov 20-21	NEGOTIATION SKILLS	Aslam Soni	25,000	Sep 13-15	PROBLEM SOLVING AND DECISION MAKING SKILLS	Khalid Hussain	33,000
Nov 22-23	STRESS MANAGEMENT	Asmat Batool	25,000	Sep 14-15	MANAGING MULTIPLE PROJECTS	Laiq Ur Rahman	25,000
Nov 22-23	SUPPLY CHAIN MANAGEMENT	Aslam Soni	25,000	Sep 18-19	FINANCIAL MANAGEMENT	Aslam Soni	25,000
Nov 27-29	PRODUCTION OPERATIONS MANAGEMENT	Dr. Adeel Zeerak	33,000	Sep 18-20	EFFECTIVE LETTERS, REPORTS AND PRESENTATIONS	Asmat Batool	27,000
Nov 29-Dec 1	TRAINING TECHNIQUES FOR TRAINERS	Khalid Hussain	33,000	Sep 20-21	UNDERSTANDING PPRA RULES	Dr. Adeel Zeerak	25,000
Dec 04-05	TRAIN YOUR MIND: THINK POSITIVELY	Visiting Faculty	25,000	Sep 25-26	STRESS MANAGEMENT	Asmat Batool	25,000
Dec 04-06	HUMAN RESOURCE MANAGEMENT	Asmat Batool	33,000	Sep 27-29	TRAINING TECHNIQUES FOR TRAINERS	Khalid Hussain	33,000
Dec 04-05	DEVELOPING ORGANIZATIONAL POLICIES AND PROCEDURES	Shehla Yasmeen	25,000	Sep 28-29	CRITICAL THINKING AND ANALYTICAL SKILLS	Muhammad Ovais	25,000
Dec 07-08	ANALYZING AND VISUALIZING DATA WITH POWER BI TOOLS	Aleem Habib	25,000	Oct 02-03	CONTRACT MANAGEMENT	Dr. Adeel Zeerak	25,000
Dec 11-12	PERFORMANCE BASED MANAGEMENT	Shehla Yasmeen	25,000	Oct 02-03	HANDLING DIFFICULT PEOPLE	Asmat Batool	25,000
Dec 11-15	MANAGEMENT COURSE FOR JUNIOR EXECUTIVES	Muhammad Ovais	35,000	Oct 05-06	WORKPLACE ETHICS (NEW)	Shehla Yasmeen	25,000
Dec 13-15	PROBLEM SOLVING AND DECISION MAKING SKILLS	Khalid Hussain	33,000	Oct 09-11	INTEGRATED HSE MANAGEMENT SYSTEMS: ISO 14001 AND 45001	Visiting Faculty	33,000
Dec 14-15	ENHANCING LEADERSHIP SKILLS	Laiq Ur Rahman	25,000	Oct 09-10	ESSENTIALS OF EMERGING LEADERS	Visiting Faculty	25,000
Dec 18-19	UNDERSTANDING PPRA RULES	Dr. Adeel Zeerak	25,000	Oct 11-13	WORKSHOP ON PROJECT MANAGEMENT	Laiq Ur Rahman	33,000
Dec 18-19	MIND OPENERS FOR MANAGERS	Visiting Faculty	25,000	Oct 12-13	POSITIVE WORK ATTITUDES	Muhammad Ovais	25,000
Dec 21-22	MANAGING MULTIPLE PROJECTS	Laiq Ur Rahman	25,000	Oct 16-17	DASHBOARD REPORTING AND ADVANCED DATA ANALYSIS WITH MS EXCEL	Aleem Habib	25,000
Dec 26-28	EFFECTIVE COMMUNICATION SKILLS	Aslam Soni	33,000	Oct 16-17	MANAGEMENT IN THE AGE OF ARTIFICIAL INTELLIGENCE	Visiting Faculty	25,000
Dec 28-29	DEVELOPING MANAGERIAL COMPETENCIES	Khalid Hussain	25,000	Oct 18-20	SKILLS IN GOAL SETTING AND WORK PLANNING	Khalid Hussain	33,000
ISLAMABAD				Oct 18-20	PRINCIPLES OF GOOD MANAGEMENT	Aleem Habib	33,000
Jul 10-11	ENTERPRISE RISK MANAGEMENT	Muhammad Ovais	25,000	Oct 23-24	TECHNIQUES FOR CAPITAL, BUDGETING AND FORECASTING	Visiting Faculty	25,000
Jul 10-12	ADVANCED MS EXCEL	Aleem Habib	25,000	Oct 30-31	EFFECTIVE DELEGATING AND COACHING SKILLS	Dr. Adeel Zeerak	25,000
Jul 13-14	COST AND MANAGEMENT ACCOUNTING FOR NON-FINANCIAL EXECUTIVES	M. Syed Ul Haque	25,000	Oct 30-31	PERFORMANCE BASED MANAGEMENT	Shehla Yasmeen	25,000
Jul 13-14	INTERNAL AUDITING FOR INTEGRATED MANAGEMENT SYSTEMS	Visiting Faculty	25,000	Oct 30-31	MIND OPENERS FOR MANAGERS	Visiting Faculty	25,000
Jul 20-21	SKILLS IN SUPERVISION	Laiq Ur Rahman	25,000	Nov 02-03	EVENT MANAGEMENT SKILLS	Muhammad Ovais	25,000
Jul 24-25	AGILE PROJECT MANAGEMENT WITH SCRUM	Aleem Habib	25,000	Nov 06-08	EFFECTIVE COMMUNICATION SKILLS	Aslam Soni	33,000
Jul 31-Aug 1	STRATEGIC MANAGEMENT	M. Syed Ul Haque	27,000	Nov 08-10	ADVANCED MS OFFICE	Aleem Habib	25,000
Jul 31-Aug 1	DEVELOPING ORGANIZATIONAL POLICIES AND PROCEDURES	Shehla Yasmeen	25,000	Nov 13-15	IMPROVING PERSONAL EFFECTIVENESS	Khalid Hussain	33,000
Aug 03-05	BASICS OF BUSINESS ENGLISH	Muhammad Ovais	33,000	Nov 16-17	THE ART OF MARKETING	Khalid Hussain	25,000
Aug 07-08	CREATING ORGANIZATIONAL EXCELLENCE	M. Syed Ul Haque	25,000	Nov 20-21	QUALITY ASSURANCE AND MANAGEMENT	Visiting Faculty	25,000
Aug 07-11	MANAGEMENT COURSE FOR JUNIOR EXECUTIVES	Muhammad Ovais	35,000	Nov 20-22	TAXATION LAWS OF PAKISTAN	Visiting Faculty	33,000
Aug 09-11	DATA ANALYSIS TECHNIQUES FOR EFFECTIVE DECISION MAKING	Khalid Hussain	33,000	Nov 23-24	HABITS OF SUCCESSFUL PROFESSIONALS	Laiq Ur Rahman	25,000
Aug 15-16	DEVELOPING MANAGERIAL COMPETENCIES	Khalid Hussain	25,000	Nov 27-28	CONFLICT MANAGEMENT	Shehla Yasmeen	25,000
Aug 15-16	HR ANALYTICS	Shehla Yasmeen	25,000	Nov 29-Dec 1	TEAMWORK: GETTING PEOPLE TO WORK TOGETHER	Aslam Soni	33,000
Aug 17-18	HOW DO EFFECTIVE MANAGERS ORGANIZE THEMSELVES	Khalid Hussain	25,000	Dec 07-08	PROJECT MONITORING, EVALUATION AND CONTROL	Laiq Ur Rahman	25,000
Aug 17-18	EMOTIONAL INTELLIGENCE FOR WORKPLACE SUCCESS	Visiting Faculty	25,000	Dec 11-12	OFFICE RECORD MANAGEMENT	Visiting Faculty	25,000
Aug 21-22	TRAIN YOUR MIND: THINK POSITIVELY	Visiting Faculty	25,000	Dec 11-15	CERTIFIED LEAN SIX SIGMA GREEN BELT	Visiting Faculty	50,000
Aug 22-23	SKILLS IN ADMINISTRATION	Aleem Habib	25,000	Dec 20-22	DEVELOPMENT COURSE FOR SUPERVISORS	Aleem Habib	27,000
Aug 24-25	ANALYZING AND VISUALIZING DATA WITH POWER BI TOOLS	Aleem Habib	25,000	Dec 26-27	E-LEADERSHIP	Muhammad Ovais	25,000
Aug 24-25	ENHANCING LEADERSHIP SKILLS	Laiq Ur Rahman	25,000	Dec 26-27	PROCEDURES OF CONDUCTING EMPLOYEE ENQUIRIES	Shehla Yasmeen	25,000
Aug 28-29	EFFECTIVE PRESENTATION SKILLS	Asmat Batool	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.

PAKISTAN INSTITUTE OF MANAGEMENT

CATEGORY Wise COURSES

(JULY to DECEMBER 2023)

COMMUNICATION		DATE	CITY	FEE (Rs)	GENERAL MANAGEMENT		DATE	CITY	FEE (Rs)
BASICS OF BUSINESS ENGLISH		Aug 03-05	Islamabad	33,000	MANAGEMENT COURSE FOR JUNIOR EXECUTIVES		Aug 07-11	Islamabad	35,000
EFFECTIVE COMMUNICATION SKILLS		Aug 15-17	Karachi	33,000			Oct 16-20	Karachi	
		Nov 06-08	Islamabad				Dec 11-15	Lahore	
		Dec 26-28	Lahore		MANAGEMENT IN THE AGE OF ARTIFICIAL INTELLIGENCE	Oct 16-17	Islamabad	25,000	
EFFECTIVE LETTERS, REPORTS AND PRESENTATIONS		Aug 21-23	Lahore	27,000	MANAGEMENT SKILLS FOR MID CAREER PROFESSIONALS	Aug 31-Sep 1	Islamabad	25,000	
		Sep 18-20	Islamabad		MANAGING WITH POWER AND INFLUENCE	Aug 28-29	Karachi	25,000	
		Oct 23-25	Karachi			Oct 16-17	Lahore		
EFFECTIVE PRESENTATION SKILLS		Aug 10-11	Karachi	25,000	PROBLEM SOLVING AND DECISION MAKING SKILLS	Aug 21-23	Karachi	33,000	
		Aug 28-29	Islamabad			Sep 13-15	Islamabad		
		Nov 20-21	Lahore			Dec 13-15	Lahore		
FINANCE AND AUDITING					OFFICE RECORD MANAGEMENT		Dec 11-12	Islamabad	25,000
							Aug 02-04	Lahore	
COST AND MANAGEMENT ACCOUNTING FOR NON-FINANCIAL EXECUTIVES		Jul 13-14	Islamabad	25,000	PRINCIPLES OF GOOD MANAGEMENT		Oct 18-20	Islamabad	33,000
							Nov 20-22	Karachi	
FINANCE AND ACCOUNTING FOR NON-FINANCIAL EXECUTIVES		Jul 24-26	Karachi	33,000	PERFORMANCE BASED MANAGEMENT		Oct 30-31	Islamabad	25,000
		Aug 28-30	Islamabad				Dec 11-12	Lahore	
		Nov 13-15	Lahore				Aug 22-23	Islamabad	
FINANCIAL ANALYSIS: CONCEPTS AND TECHNIQUES		Aug 21-23	Lahore	33,000	SKILLS IN ADMINISTRATION		Sep 25-26	Lahore	25,000
		Sep 11-13	Karachi				Oct 09-10	Karachi	
		FINANCIAL MANAGEMENT					Sep 18-19	Islamabad	
Oct 18-19	Lahore			Aug 30-Sep 1	Lahore				
FRAUD EXAMINATION, RISK MANAGEMENT AND GOVERNANCE	Sep 25-26			Karachi	27,000	SKILLS IN SUPERVISION		Oct 18-20	Islamabad
INTERNAL AUDITING FOR INTEGRATED MANAGEMENT SYSTEMS		Jul 13-14	Islamabad	25,000	Jul 20-21			Islamabad	
					Oct 05-06			Lahore	
TECHNIQUES FOR CAPITAL, BUDGETING AND FORECASTING		Oct 23-24	Islamabad	25,000	TEAMWORK: GETTING PEOPLE TO WORK TOGETHER		Sep 25-27	Karachi	33,000
							Oct 30-Nov 1	Lahore	
					Nov 29-Dec 1	Islamabad			
GENERAL MANAGEMENT					HUMAN RESOURCE MANAGEMENT				
DATA ANALYSIS TECHNIQUES FOR EFFECTIVE DECISION MAKING		Aug 09-11	Islamabad	33,000	DEVELOPING EMPLOYEE PERFORMANCE MEASUREMENT AND KPI SYSTEM		Sep 11-12	Islamabad	25,000
		Oct 11-13	Lahore				Oct 16-17	Karachi	
		Nov 06-08	Karachi				Nov 06-07	Lahore	
DESIGN THINKING FOR INNOVATION		Oct 25-26	Lahore	25,000	DEVELOPING ORGANIZATIONAL POLICIES AND PROCEDURES		Jul 31-Aug 1	Islamabad	25,000
DEVELOPING MANAGERIAL COMPETENCIES		Aug 15-16	Islamabad	25,000	EMPLOYEE ENGAGEMENT: BEYOND SATISFACTION		Dec 04-05	Lahore	
		Oct 04-05	Karachi		HR ANALYTICS		Aug 07-08	Lahore	25,000
		Dec 28-29	Lahore				Aug 15-16	Islamabad	25,000
DEVELOPMENT COURSE FOR SUPERVISORS		Oct 25-27	Lahore	27,000	HUMAN RESOURCE MANAGEMENT		Aug 07-09	Karachi	33,000
		Nov 13-15	Karachi				Sep 11-13	Islamabad	
		Dec 20-22	Islamabad				Dec 04-06	Lahore	
E-LEADERSHIP		Oct 23-24	Lahore	25,000	MANAGING THE LEARNING AND DEVELOPMENT FUNCTION: FROM TNA TO ROTI (HALF DAY)		Jul 10-12	Lahore	27,000
EFFECTIVE DELEGATING & COACHING SKILLS		Dec 26-27	Islamabad	25,000	PROCEDURES OF CONDUCTING EMPLOYEE ENQUIRIES		Jul 18-19	Lahore	25,000
		Aug 15-16	Lahore				Dec 26-27	Islamabad	
EMOTIONAL INTELLIGENCE FOR WORKPLACE SUCCESS		Oct 02-03	Lahore	25,000	TRAINING TECHNIQUES FOR TRAINERS		Sep 27-29	Islamabad	33,000
		Aug 17-18	Islamabad				Nov 29-Dec 1	Lahore	
ESSENTIALS OF EMERGING LEADERS		Oct 09-10	Islamabad	25,000			Dec 18-19	Karachi	
EVENT MANAGEMENT SKILLS		Sep 11-12	Lahore	25,000	INFORMATION TECHNOLOGY				
		Oct 02-03	Karachi						
		Nov 02-03	Islamabad						
HABITS OF SUCCESSFUL PROFESSIONALS		Aug 10-11	Lahore	25,000	ADVANCED MS EXCEL		Jul 10-12	Islamabad	25,000
		Oct 30-31	Karachi				Sep 06-08	Lahore	
		Nov 23-24	Islamabad				Oct 30-Nov 1	Karachi	
HOW DO EFFECTIVE MANAGERS ORGANIZE THEMSELVES		Jul 24-25	Lahore	25,000	ADVANCED MS OFFICE		Aug 16-18	Lahore	25,000
		Aug 17-18	Islamabad				Sep 18-20	Karachi	
		Dec 04-05	Karachi				Nov 08-10	Islamabad	
HOW TO IMPROVE MORALE, MOTIVATION AND COMMITMENT		Aug 31-Sep 1	Islamabad	25,000	ANALYZING AND VISUALIZING DATA WITH POWER BI TOOLS		Jul 17-18	Karachi	25,000
		Nov 13-14	Lahore				Aug 24-25	Islamabad	
		Oct 30-31	Islamabad				Dec 07-08	Lahore	
MIND OPENERS FOR MANAGERS		Dec 18-19	Lahore	25,000	DASHBOARD REPORTING AND ADVANCED DATA ANALYSIS WITH MS EXCEL		Sep 27-28	Lahore	25,000
							Oct 16-17	Islamabad	
							Dec 11-12	Karachi	

PAKISTAN INSTITUTE OF MANAGEMENT

CATEGORY Wise COURSES

(JULY to DECEMBER 2023)

LAWS AND TAXATION	DATE	CITY	FEE (Rs)	SOFT SKILLS	DATE	CITY	FEE (Rs)	
TAXATION LAWS OF PAKISTAN	Sep 07-09	Karachi	33,000	ASSERTIVENESS SKILLS	Nov 06 07	Lahore	25,000	
	Nov 20-22	Islamabad			Dec 20-21	Karachi		
UNDERSTANDING PPRA RULES	Sep 20-21	Islamabad	25,000	CONFLICT MANAGEMENT	Sep 25-26	Lahore	25,000	
	Nov 20-21	Karachi			Oct 18-19	Karachi		
	Dec 18-19	Lahore			Nov 27-28	Islamabad		
LEADERSHIP AND STRATEGIC MANAGEMENT				CRITICAL THINKING AND ANALYTICAL SKILLS	Aug 28-29	Lahore	25,000	
CREATING ORGANIZATIONAL EXCELLENCE	Jul 10-11	Lahore	25,000		HANDLING DIFFICULT PEOPLE	Sep 28-29		Islamabad
	Aug 07-08	Islamabad				Nov 06-07		Karachi
	Nov 20-21	Karachi		Jul 24-25		Lahore	25,000	
ENHANCING LEADERSHIP SKILLS	Aug 24-25	Islamabad	25,000	IMPROVING PERSONAL EFFECTIVENESS	Oct 02-03	Islamabad		33,000
	Sep 18-19	Karachi			Dec 18-19	Karachi		
	Dec 14-15	Lahore			Nov 13-15	Islamabad		
LEADER AS A COACH	Nov 06-07	Lahore	25,000	MANAGERIAL PSYCHOLOGY	Nov 13-14	Lahore	25,000	
MANAGERIAL TRANSITION: FROM OPERATIONAL MANAGER TO STRATEGIC THINKER	Oct 02-03	Lahore	27,000	NEGOTIATION SKILLS	Nov 20-21	Lahore	25,000	
STRATEGIC MANAGEMENT	Dec 26-27	Karachi			Dec 04-05	Karachi		
	Jul 31-Aug 1	Islamabad	27,000		Sep 04-05	Islamabad		
	Aug 17-18	Karachi		POSITIVE WORK ATTITUDES	Oct 12-13	Islamabad	25,000	
Sep 18-19	Lahore	25,000	STRESS MANAGEMENT	Sep 25-26	Islamabad	25,000		
WORKSHOP ON STRATEGIC PLANNING	Dec 04-05			Karachi	Oct 26-27		Karachi	
MARKETING				Nov 22-23	Lahore			
THE ART OF MARKETING	Nov 16-17	Islamabad	25,000	TRAIN YOUR MIND: THINK POSITIVELY	Aug 21-22	Islamabad	25,000	
PROJECT MANAGEMENT				Dec 04-05	Lahore			
PROJECT MANAGEMENT				WORKPLACE ETHICS (NEW)	Oct 05-06	Islamabad	25,000	
AGILE PROJECT MANAGEMENT WITH SCRUM	Jul 24-25	Islamabad	25,000	SUPPLY CHAIN, OPERATIONS AND QUALITY MANAGEMENT				
CONTRACT MANAGEMENT	Jul 31-Aug 1	Lahore	25,000	CERTIFIED LEAN SIX SIGMA GREEN BELT	Sep 11-15	Karachi	50,000	
	Oct 02-03	Islamabad			Oct 09-13	Lahore		
	Nov 13-14	Karachi			Dec 11-15	Islamabad		
MANAGING MULTIPLE PROJECTS	Sep 14-15	Islamabad	25,000	EFFECTIVE PURCHASE MANAGEMENT	Jul 24-25	Karachi	25,000	
	Nov 13-14	Karachi			Oct 18-19	Lahore		
	Dec 21-22	Lahore			INTEGRATED HSE MANAGEMENT SYSTEMS: ISO 14001 AND 45001	Oct 09-11	Islamabad	33,000
MS PROJECT	Sep 11-12	Karachi	25,000	INVENTORY MANAGEMENT AND WAREHOUSING	Oct 16-17	Lahore	25,000	
PROJECT MONITORING, EVALUATION AND CONTROL	Sep 25-26	Karachi	25,000		Dec 18-19	Karachi		
	Oct 26-27	Lahore			Aug 21-22	Karachi	25,000	
	Dec 07-08	Islamabad		Nov 15-16	Lahore			
WORKSHOP ON PROJECT MANAGEMENT	Aug 02-04	Karachi	33,000	MAINTENANCE MANAGEMENT WITH TPM	Sep 11-13	Karachi	33,000	
	Sep 06-08	Lahore		Nov 27-29	Lahore			
	Oct 11-13	Islamabad		PRODUCTION OPERATIONS MANAGEMENT	Jul 24-25	Lahore	25,000	
SAFETY AND SECURITY				QUALITY ASSURANCE AND MANAGEMENT	Nov 20-21	Islamabad		
ACCIDENT INVESTIGATION AND REPORTING	Aug 15-16	Karachi	25,000	SUPPLY CHAIN MANAGEMENT	Sep 06-07	Islamabad	25,000	
BEHAVIOUR BASED SAFETY	Sep 13-14	Lahore	25,000		Oct 02-03	Karachi		
RISK MANAGEMENT					Nov 22-23	Lahore		
ENTERPRISE RISK MANAGEMENT	Jul 10-11	Islamabad	25,000					
	Jul 31-Aug 1	Karachi						

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.

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.

CUSTOMIZED TRAININGS

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

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