



PAKISTAN INSTITUTE OF MANAGEMENT

CALENDAR OF EVENTS AND FEE CHART

(FEBRUARY 2017 to JULY 2017)



KARACHI					
DATE	COURSE TITLE	FEE (Rs)	DATE	COURSE TITLE	FEE (Rs)
Feb 6-7	Motivating Self and Others	18,000	Apr 18-20	Effective Communication Skills	21,000
Feb 6-8	Continual Improvement through Kaizen Management System	21,000	Apr 18-19	Contracts Management	18,000
Feb 7	Impactful Presence: Transforming and Sustaining Professional Relations	9,000	Apr 24-25	Executive Secretaries Course	18,000
Feb 13-14	Building Resilience: Prepare Yourself to Thrive in Challenging Times	18,000	Apr 24-25	Development Course for Supervisors	16,000
Feb 13	How to Conduct Effective Meetings	9,000	Apr 24	Developing Sustainable Leadership in The Organization	12,000
Feb 13-14	Getting Massive Results with Least Action	18,000	Apr 24-25	The Power of Positive Thinking	18,000
Feb 13-14	Management by Objectives	18,000	Apr 24-25	Takaful Management (New)	18,000
Feb 20-22	Presentation Skills for Managers	21,000	Apr 25-26	Creating Organizational Excellence	18,000
Feb 20-22	Advanced MS Office	18,000	May 2-3	Good Business Etiquettes	15,000
Feb 20-21	Developing Human Resource and Administrative Policy Manual	18,000	May 2-4	Principles of Good Management	21,000
Feb 20-21	Results Based Management & Monitoring	18,000	May 2-3	Project Monitoring, Evaluation & Control	18,000
Feb 20-21	Corporate & Business Law	18,000	May 8-10	Data Analysis Techniques for Effective Decision Making	21,000
Feb 20-21	Understanding Office Politics	18,000	May 8-10	Financial Analysis: Concepts and Techniques	21,000
Feb 27-28	Insurance Sales Management (New)	18,000	May 9-10	Assertiveness Skills	18,000
Feb 27-28	Training Needs Analysis	18,000	May 9-11	Production Operations Management	21,000
Feb 27-28	Creating Competitive and Productive Mindset	18,000	May 15	Fierce Conversations	9,000
Feb 27 Mar 1	Human Resources Management	21,000	May 16-17	Managing Multiple Projects Effectively	18,000
Feb 28 Mar 1	Effective Purchase Management	18,000	May 17-18	Supply Chain Management	18,000
Mar 6-7	Negotiation Skills	18,000	May 22-23	Selling Competencies	18,000
Mar 6-8	The Art of Technical Writing & Its Advantages	21,000	May 22-23	Banc Assurance (New)	18,000
Mar 7-8	Critical Drivers of Success for Managers	18,000	May 22-23	Dashboard Reporting & Advanced Data Analysis with MS Excel	18,000
Mar 7-8	Managing Training and Development Function	18,000	May 22-24	Basics of Business English	21,000
Mar 7-9	Workshop on Strategic Planning (New)	25,000	May 23-24	Customer Service Excellence	18,000
Mar 13-15	Skills in Goal Setting and Work Planning	21,000	Jul 3-4	A Comprehensive Approach to Strategic Human Resource Management	18,000
Mar 13-16	Management Course for Junior Executives	24,000			
Mar 13-14	Developing Business Acumen	18,000	Jul 3-5	Improving Personal Effectiveness	21,000
Mar 14-15	Handling Difficult People	18,000	Jul 3-4	Developing Managerial Competencies	18,000
Mar 14-15	Skills in Supervision	18,000	Jul 10-11	Effective Business Intelligence for Marketing & Sales	18,000
Mar 15	Conflict Management	9,000	Jul 10-12	Planning & Scheduling with Primavera P6 V16.1	21,000
Mar 20-22	Team Work: Getting People to Work Together	21,000	Jul 11-12	Stress Management	18,000
Mar 20-21	Maintenance Management: From Breakdown Maintenance to Total Productive Maintenance	18,000	Jul 17-18	Skills in Administration	18,000
Mar 22-23	Materials Handling & Warehousing	18,000	Jul 17-18	Strategic Management	25,000
Mar 27-28	Insurance Management for Companies (New)	18,000	Jul 17-21	Six Sigma: Green Belt	35,000
Mar 27-28	Understanding Labour Laws & Policies	18,000	Jul 17-18	Achieving Better Results with the Power of Assumptions and Awareness	18,000
Mar 27-28	Financial Management Course	18,000	Jul 24-26	Effective Letters, Reports and Presentations	21,000
Mar 27-28	Managerial Transition: From Operational Manager to Strategic Thinker	21,000	Jul 24-25	Developing Performance Management System and Its Implementation	18,000
Apr 3-5	Problem Solving and Decision Making Skills	21,000	Jul 24-25	Internal Auditing for Management Systems	18,000
Apr 3-4	Brand Management	18,000	Jul 24-25	Insurance Distribution and New Channels (New)	18,000
Apr 3-4	Improving Workplace Effectiveness Through Creativity & Innovation	18,000	Jul 24-25	Breakthrough Thinking: Psychology for Success (New)	18,000
Apr 4-6	Workshop on Project Management	21,000	Jul 25-26	Advanced MS Excel	16,000
Apr 10-11	Advanced MS Excel	16,000	Jul 31 Aug 2	Event Management Skills	21,000
Apr 10-12	Finance and Accounting for Non-Financial Executives	21,000	Jul 31 Aug 2	Improving Spoken English Skills	21,000
Apr 10-11	Inventory Management	18,000	HYDERABAD		
Apr 10-11	Creative Writing Skills	18,000			
Apr 10-11	Maintaining Work Life Balance	18,000	Feb 13-15	Team Work: Getting People to Work Together	21,000
Apr 11-12	Enhancing Leadership Skills	18,000	May 22-24	Workshop on Project Management	21,000
Apr 17-19	Training Techniques For Trainers	21,000	Jul 3-5	Human Resources Management	21,000
Apr 17-18	How do Effective Managers Organize Themselves	18,000	Jul 25-27	Finance and Accounting for Non-Financial Executives	21,000
Apr 17-19	Quality Assurance & Management	21,000			

- All Course timings are from 9 am to 5 pm (Full Day Including Tea & Lunch)
- Courses can also be arranged on an in-house basis to meet our clients' specialized needs. These courses can be conducted at PIM or any other location.

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

FOR DETAILS AND REGISTRATION

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PAKISTAN INSTITUTE OF MANAGEMENT

CALENDAR OF EVENTS AND FEE CHART

(FEBRUARY 2017 to JULY 2017)

*Progress
through Better
Management*

LAHORE					
DATE	COURSE TITLE	FEE (Rs)	DATE	COURSE TITLE	FEE (Rs)
Feb 6-8	Principles of Good Management	21,000	May 3-4	Improving Workplace Effectiveness Through Creativity & Innovation	18,000
Feb 7-8	How do Effective Managers Organize Themselves	18,000	May 2-5	Management Course for Junior Executives	24,000
Feb 13-15	Quality Assurance & Management	21,000	May 3-4	Strategic Management	25,000
Feb 13-15	Best Practices in Hygiene and Food Safety Management (New)	21,000	May 3-5	Developing Effective HSE Practitioner (New)	21,000
Feb 14-15	Stress Management	18,000	May 8-9	Negotiation Skills	18,000
Feb 14-16	Financial Analysis: Concepts and Techniques	21,000	May 8-10	The Art of Technical Writing & Its Advantages	21,000
Feb 20-21	Breakthrough Thinking: Psychology for Success (New)	18,000	May 9-10	Skills in Administration	18,000
Feb 21-23	Advanced MS Access 2010 With MySQL Server	18,000	May 9-10	Managing Training and Development Function	18,000
Feb 21-23	Workshop on Project Management	21,000	May 9-11	Advanced MS Office	18,000
Feb 27-28	Supply Chain Management	18,000	May 15-16	Understanding Labour Laws & Policies	18,000
Feb 27 Mar 1	Improving Personal Effectiveness	21,000	May 15-17	Skills in Goal Setting and Work Planning	21,000
Feb 27 Mar 1	Improving Spoken English Skills	21,000	May 15-16	Counselling Skills	18,000
Mar 6-8	Training Techniques for Trainers	21,000	May 15-16	Achieving Better Results With the Power of Assumptions and Awareness	18,000
Mar 7-8	Good Business Etiquettes	15,000			
Mar 7-8	Enhancing Leadership Skills	18,000	May 15-16	Materials Handling & Warehousing	18,000
Mar 13-14	Executive Secretaries Course	18,000	May 22-24	Effective Communication Skills	21,000
Mar 13-14	The Power of Positive Thinking	18,000	May 22-23	Getting Massive Results with Least Action	18,000
Mar 13-14	3D Presentation Skills Using Powerpoint & Flash Tools	16,000	May 22-23	Implementing Oracle 12C Data Guard	18,000
Mar 14-15	Talent Management (New)	18,000	Jul 3	Fierce Conversations	9,000
Mar 13-15	Lean 5S Advance Course (New)	21,000	Jul 3-4	Applied Microsoft Business Intelligence	18,000
Mar 20-21	Developing Performance Management System and Its Implementation	18,000	Jul 10-11	Results Based Management & Monitoring	18,000
			Jul 10-11	Creating Competitive and Productive Mindset	18,000
Mar 21	Developing Sustainable Leadership in The Organization	12,000	Jul 10-11	Maintaining Work Life Balance	18,000
Mar 20-21	Management by Objectives	18,000	Jul 10-12	Finance and Accounting for Non-Financial Executives	21,000
Mar 22-23	Creating Organizational Excellence	18,000	Jul 17-18	Training Needs Analysis	18,000
Mar 21-22	Project Monitoring, Evaluation & Control	18,000	Jul 17-18	Inventory Management	18,000
Mar 27-28	Selling Competencies	18,000	Jul 18-19	Managing Multiple Projects Effectively	18,000
Mar 27-28	Handling Difficult People	18,000	Jul 17-19	Presentation Skills for Managers	21,000
Mar 27-28	Development Course for Supervisors	16,000	Jul 24-25	Distribution & Channel Management	18,000
Mar 27-31	Six Sigma: Green Belt	35,000	Jul 24-25	Advanced MS Excel	16,000
Mar 27-29	Learn MS Office 2016	18,000	Jul 25-27	Production Operations Management	21,000
Apr 3-5	Effective Letters, Reports and Presentations	21,000	Jul 31 Aug 1	Financial Management Course	18,000
Apr 3-4	Internal Auditing for Management Systems	18,000	Jul 31 Aug 2	Human Resources Management	21,000
Apr 3-4	Knowledge Management & Organization Development	18,000	Jul 31 Aug 1	Maintenance Management: From Breakdown Maintenance to Total Productive Maintenance	18,000
Apr 3-4	SAP Business One	21,000			
Apr 10-11	Developing Human Resource and Administrative Policy Manual	18,000	Jul 31 Aug 1	Understanding Office Politics	18,000
Apr 10-11	Motivating Self and Others	18,000	ISLAMABAD		
Apr 10-12	Data Analysis Techniques for Effective Decision Making	21,000	Mar 21-22	Contracts Management	18,000
Apr 10-12	Event Management Skills	21,000	Apr 6-7	Negotiation Skills	18,000
Apr 11-12	Customer Service Excellence	18,000	Apr 10-12	Human Resources Management	21,000
Apr 17-18	A Comprehensive Approach to Strategic Human Resource Management	18,000	Apr 17-18	Developing Business Acumen	18,000
Apr 17-19	Continual Improvement through Kaizen Management System	21,000	Apr 25	Conflict Management	9,000
Apr 18-19	Managerial Transition: From Operational Manager to Strategic Thinker	21,000	May 2-3	Developing Managerial Competencies	18,000
Apr 18-20	Planning & Scheduling with Primavera P6 V16.1	21,000	May 8-9	Results Based Management & Monitoring	18,000
Apr 18-19	Skills in Supervision	18,000	May 16-18	Finance and Accounting for Non-Financial Executives	21,000
Apr 24-26	Problem Solving and Decision Making Skills	21,000	Jul 11-12	Project Monitoring, Evaluation & Control	18,000
Apr 24-26	Team Work: Getting People to Work Together	21,000	Jul 10-12	Data Analysis Techniques for Effective Decision Making	21,000
Apr 24-25	Assertiveness Skills	18,000	Jul 17-19	Team Work: Getting People to Work Together	21,000
Apr 25-26	Workshop on Organizational Development (New)	18,000	Jul 24-25	Motivating Self and Others	18,000
May 2	Innovative Leadership	18,000	September	Advanced Management Program (2 Weeks)	
May 2-3	Art of Peak Performance	18,000			
May 2-3	Effective Purchase Management	18,000			

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