



Pakistan Institute of Management
Ministry of Industries & Production
Government of Pakistan



MANAGEMENT TRAINING & DEVELOPMENT PROGRAM

August 2017 to January 2018



PROGRESS THROUGH BETTER MANAGEMENT

For Details and Registration

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PAKISTAN INSTITUTE OF MANAGEMENT

CALENDAR OF EVENTS (AUGUST 2017 to JANUARY 2018)

*Progress
through Better
Management*

PIM is a pioneer in the field of training in Pakistan specializing in training and development of managers from the industry. We are well aware of the growing and complex needs of the market and develop our programs to facilitate business managers in order to enhance their managerial excellence. PIM now offers courses for the period August 2017 to January 2018.

KARACHI			
DATE	COURSE TITLE	TRAINING CATEGORY	FEE (Rs)
Aug 7-8	CORPORATE & BUSINESS LAW	WORLD CLASS COMPETITIVENESS	18,000
Aug 7-9	DEVELOPING HUMAN RESOURCE AND ADMINISTRATIVE POLICY MANUAL	HUMAN RESOURCE MANAGEMENT	21,000
Aug 7-10	MANAGEMENT COURSE FOR JUNIOR EXECUTIVES	GENERAL MANAGEMENT	24,000
Aug 7-18	ADVANCED MANAGEMENT PROGRAM	WORLD CLASS COMPETITIVENESS	360,000
Aug 15-16	GETTING MASSIVE RESULTS BY NEURO LINGUISTIC PROGRAMING (NLP)	GENERAL MANAGEMENT	18,000
Aug 16	HOW TO CONDUCT EFFECTIVE MEETINGS	GENERAL MANAGEMENT	9,000
Aug 21-22	TRAINING NEEDS ANALYSIS	HUMAN RESOURCE MANAGEMENT	18,000
Aug 21-23	ADVANCED MS OFFICE	INFORMATION TECHNOLOGY	18,000
Aug 21-22	MOTIVATING SELF & OTHERS	GENERAL MANAGEMENT	18,000
Aug 21-22	BREAKTHROUGH THINKING: PSYCHOLOGY FOR SUCCESS	PERSONAL EFFECTIVENESS	18,000
Aug 28-29	TEAM WORK: GETTING PEOPLE TO WORK TOGETHER	GENERAL MANAGEMENT	18,000
Aug 28-30	HUMAN RESOURCES MANAGEMENT	HUMAN RESOURCE MANAGEMENT	21,000
Aug 29-31	SKILLS IN GOAL SETTING AND WORK PLANNING	GENERAL MANAGEMENT	21,000
Sep 7-8	EFFECTIVE PURCHASE MANGEMENT	OPERATIONS MANAGEMENT	18,000
Sep 7-8	CREATING COMPETITIVE AND PRODUCTIVE MINDSET	PERSONAL EFFECTIVENESS	18,000
Sep 11-12	STRESS MANAGEMENT	PERSONAL EFFECTIVENESS	18,000
Sep 11-12	IMPROVING WORKPLACE EFFECTIVENESS THROUGH CREATIVITY & INNOVATION	GENERAL MANAGEMENT	18,000
Sep 11-12	DASHBOARD REPORTING & ADVANCED DATA ANALYSIS WITH MS EXCEL	INFORMATION TECHNOLOGY	18,000
Sep 11-12	STRATEGIC MANAGEMENT	STRATEGIC MANAGEMENT	25,000
Sep 18-19	NEGOTIATION SKILLS	GENERAL MANAGEMENT	18,000
Sep 18-20	PRESENTATION SKILLS FOR MANAGERS	COMMUNICATION	21,000
Sep 25-26	EXECUTIVE SECRETARIES COURSE	GENERAL MANAGEMENT	18,000
Sep 25-26	INSURANCE SALES MANAGEMENT	FINANCIAL / INSURANCE MANAGEMENT	18,000
Sep 26-28	PRODUCTION OPERATIONS MANAGEMENT	OPERATIONS MANAGEMENT	21,000
Sep 26-27	HOW DO EFFECTIVE MANAGERS ORGANIZE THEMSELVES	GENERAL MANAGEMENT	18,000
Oct 2-3	COST EVALUATION AND BUDGETING	FINANCIAL / INSURANCE MANAGEMENT	18,000
Oct 2-6	SIX SIGMA: GREEN BELT	QUALITY MANAGEMENT	35,000
Oct 2-3	MATERIALS HANDLING & WAREHOUSING	OPERATIONS MANAGEMENT	18,000
Oct 9-11	PROBLEM SOLVING AND DECISION MAKING SKILLS	GENERAL MANAGEMENT	21,000
Oct 9-10	BRAND MANAGEMENT	MARKETING MANAGEMENT	18,000
Oct 9-11	PLANNING & SCHEDULING WITH PRIMAVERA P6 V16.1	PROJECT MANAGEMENT	21,000
Oct 10-11	ADVANCED MS EXCEL	INFORMATION TECHNOLOGY	16,000
Oct 17-18	GOOD BUSINESS ETIQUETTES	PERSONAL EFFECTIVENESS	15,000
Oct 17-18	ENHANCING LEADERSHIP SKILLS	GENERAL MANAGEMENT	18,000
Oct 23-24	BUILDING RESILIENCE: PREPARE YOURSELF TO THRIVE IN CHALLENGING TIMES	GENERAL MANAGEMENT	18,000
Oct 23-24	ASSERTIVENESS SKILLS	PERSONAL EFFECTIVENESS	18,000
Oct 23-25	WORKSHOP ON STRATEGIC PLANNING	STRATEGIC MANAGEMENT	25,000
Oct 30-31	MANAGING TRAINING AND DEVELOPMENT FUNCTION	HUMAN RESOURCE MANAGEMENT	18,000
Oct 30-31	UNDERSTANDING LABOUR LAWS & POLICIES	HUMAN RESOURCE MANAGEMENT	18,000
Oct 30- Nov 1	BEST PRACTICES IN HYGIENE AND FOOD SAFETY MANAGEMENT	OPERATIONS MANAGEMENT	21,000
Nov 6-7	SUPPLY CHAIN MANAGEMENT	OPERATIONS MANAGEMENT	18,000
Nov 6-7	THE POWER OF POSITIVE THINKING	PERSONAL EFFECTIVENESS	18,000
Nov 7-8	DEVELOPING MANAGERIAL COMPETENCIES	GENERAL MANAGEMENT	18,000
Nov 13-14	A COMPREHENSIVE APPROACH TO STRATEGIC HUMAN RESOURCE MANAGEMENT	HUMAN RESOURCE MANAGEMENT	18,000
Nov 13-14	RESULTS BASED MANAGEMENT & MONITORING	WORLD CLASS COMPETITIVENESS	18,000
Nov 13-14	MAINTENANCE MANAGEMENT: FROM BREAKDOWN MAINTENANCE TO TOTAL PRODUCTIVE MAINTENANCE	OPERATIONS MANAGEMENT	18,000

KARACHI

DATE	COURSE TITLE	TRAINING CATEGORY	FEE (Rs)
Nov 14-16	WORKSHOP ON PROJECT MANAGEMENT	PROJECT MANAGEMENT	21,000
Nov 20-22	DATA ANALYSIS TECHNIQUES FOR EFFECTIVE DECISION MAKING	GENERAL MANAGEMENT	21,000
Nov 20-21	ART OF PEAK PERFORMANCE	PERSONAL EFFECTIVENESS	18,000
Nov 27-29	EFFECTIVE LETTERS, REPORTS AND PRESENTATIONS	COMMUNICATION	21,000
Nov 27-29	CONTINUAL IMPROVEMENT THROUGH KAIZEN MANAGEMENT SYSTEM	OPERATIONS MANAGEMENT	21,000
Dec 4-6	PRINCIPLES OF GOOD MANAGEMENT	GENERAL MANAGEMENT	21,000
Dec 5	CONFLICT MANAGEMENT	GENERAL MANAGEMENT	9,000
Dec 5	INNOVATIVE LEADERSHIP	GENERAL MANAGEMENT	18,000
Dec 11-12	EFFECTIVE COMMUNICATION SKILLS	COMMUNICATION	18,000
Dec 11-13	FINANCE AND ACCOUNTING FOR NON-FINANCIAL EXECUTIVES	FINANCIAL / INSURANCE MANAGEMENT	21,000
Dec 12-13	MANAGING MULTIPLE PROJECTS EFFECTIVELY	PROJECT MANAGEMENT	18,000
Dec 18-19	DEVELOPMENT COURSE FOR SUPERVISORS	GENERAL MANAGEMENT	16,000
Dec 18-19	UNDERSTANDING PPRA RULES	OPERATIONS MANAGEMENT	18,000
Dec 26-28	TRAINING TECHNIQUES FOR TRAINERS	HUMAN RESOURCE MANAGEMENT	21,000
Dec 26-28	BASICS OF BUSINESS ENGLISH	COMMUNICATION	21,000
Dec 26-27	DEVELOPING PERFORMANCE MANAGEMENT SYSTEM AND ITS IMPLEMENTATION	HUMAN RESOURCE MANAGEMENT	18,000
Dec 26-27	MANAGEMENT BY OBJECTIVES	GENERAL MANAGEMENT	18,000
Jan 1-2	ADVANCED MS EXCEL	INFORMATION TECHNOLOGY	16,000
Jan 1-3	FINANCIAL ANALYSIS: CONCEPTS AND TECHNIQUES	FINANCIAL / INSURANCE MANAGEMENT	21,000
Jan 8-9	GREAT CUSTOMER SERVICE	MARKETING MANAGEMENT	18,000
Jan 8-9	INTERNAL AUDITING FOR MANAGEMENT SYSTEMS	QUALITY MANAGEMENT	18,000
Jan 9-10	PROJECT MONITORING, EVALUATION & CONTROL	PROJECT MANAGEMENT	18,000
Jan 15-16	HANDLING DIFFICULT PEOPLE	PERSONAL EFFECTIVENESS	18,000
Jan 15-16	MANAGERIAL TRANSITION: FROM OPERATIONAL MANAGER TO STRATEGIC THINKER	STRATEGIC MANAGEMENT	21,000
Jan 15-17	IMPROVING SPOKEN ENGLISH SKILLS	COMMUNICATION	21,000
Jan 22-23	CONTRACTS MANAGEMENT	OPERATIONS MANAGEMENT	18,000
Jan 22-23	INVENTORY MANAGEMENT	OPERATIONS MANAGEMENT	18,000
Jan 23-24	SKILLS IN SUPERVISION	GENERAL MANAGEMENT	18,000
Jan 29-30	EVENT MANAGEMENT SKILLS	GENERAL MANAGEMENT	18,000
Jan 29-31	QUALITY ASSURANCE & MANAGEMENT	QUALITY MANAGEMENT	21,000
Jan 29-31	INTEGRATED HSE MANAGEMENT SYSTEM: ISO 14001/OHSAS 18001	OPERATIONS MANAGEMENT	21,000



LAHORE

DATE	COURSE TITLE	TRAINING CATEGORY	FEE (Rs)
Aug 7-8	HANDLING DIFFICULT PEOPLE	PERSONAL EFFECTIVENESS	18,000
Aug 7-11	SIX SIGMA: GREEN BELT	QUALITY MANAGEMENT	35,000
Aug 7-9	PRINCIPLES OF GOOD MANAGEMENT	GENERAL MANAGEMENT	21,000
Aug 15-16	BUILDING RESILIENCE: PREPARE YOURSELF TO THRIVE IN CHALLENGING TIMES	GENERAL MANAGEMENT	18,000
Aug 15-16	3D PRESENTATION SKILLS USING POWERPOINT & FLASH TOOLS	INFORMATION TECHNOLOGY	16,000
Aug 21-23	IMPROVING PERSONAL EFFECTIVENESS	PERSONAL EFFECTIVENESS	21,000
Aug 21-23	ADVANCED MS ACCESS 2010 WITH MYSQL SERVER	INFORMATION TECHNOLOGY	18,000
Aug 22-23	CONTRACTS MANAGEMENT	OPERATIONS MANAGEMENT	18,000
Aug 22-24	WORKSHOP ON PROJECT MANAGEMENT	PROJECT MANAGEMENT	21,000
Aug 28-30	EFFECTIVE LETTERS, REPORTS AND PRESENTATIONS	COMMUNICATION	21,000
Aug 28-30	QUALITY ASSURANCE & MANAGEMENT	QUALITY MANAGEMENT	21,000
Aug 28-30	IMPROVING SPOKEN ENGLISH SKILLS	COMMUNICATION	21,000
Aug 29-31	FINANCIAL ANALYSIS: CONCEPTS AND TECHNIQUES	FINANCIAL / INSURANCE MANAGEMENT	21,000
Sep 6-8	LEAN 5S ADVANCE COURSE	OPERATIONS MANAGEMENT	21,000
Sep 7-8	MANAGING TRAINING AND DEVELOPMENT FUNCTION	HUMAN RESOURCE MANAGEMENT	18,000
Sep 7-8	APPLIED BUSINESS INTELLIGENCE	INFORMATION TECHNOLOGY	18,000
Sep 11-12	MAINTENANCE MANAGEMENT: FROM BREAKDOWN MAINTENANCE TO TOTAL PRODUCTIVE MAINTENANCE	OPERATIONS MANAGEMENT	18,000
Sep 11-12	SAP BUSINESS ONE	INFORMATION TECHNOLOGY	21,000
Sep 12-14	TRAINING TECHNIQUES FOR TRAINERS	HUMAN RESOURCE MANAGEMENT	21,000
Sep 12-13	PROJECT MONITORING, EVALUATION & CONTROL	PROJECT MANAGEMENT	18,000
Sep 18-19	MANAGERIAL TRANSITION: FROM OPERATIONAL MANAGER TO STRATEGIC THINKER	STRATEGIC MANAGEMENT	21,000
Sep 18-19	TALENT MANAGEMENT	HUMAN RESOURCE MANAGEMENT	18,000
Sep 18-19	THE POWER OF POSITIVE THINKING	PERSONAL EFFECTIVENESS	18,000
Sep 19-20	SKILLS IN ADMINISTRATION	GENERAL MANAGEMENT	18,000
Sep 20	INNOVATIVE LEADERSHIP	GENERAL MANAGEMENT	18,000
Sep 25-26	SELLING COMPETENCIES	MARKETING MANAGEMENT	18,000
Sep 25-26	DEVELOPING PERFORMANCE MANAGEMENT SYSTEM AND ITS IMPLEMENTATION	HUMAN RESOURCE MANAGEMENT	18,000
Sep 25-27	LEARN MS OFFICE 2016	INFORMATION TECHNOLOGY	18,000
Sep 27-28	TEAM WORK: GETTING PEOPLE TO WORK TOGETHER	GENERAL MANAGEMENT	18,000
Oct 2-3	UNDERSTANDING LABOUR LAWS & POLICIES	HUMAN RESOURCE MANAGEMENT	18,000
Oct 2-3	KNOWLEDGE MANAGEMENT & ORGANIZATION DEVELOPMENT	WORLD CLASS COMPETITIVENESS	18,000
Oct 3-4	UNDERSTANDING PPRA RULES	OPERATIONS MANAGEMENT	18,000
Oct 4-5	CRITICAL DRIVERS OF SUCCESS FOR MANAGERS	GENERAL MANAGEMENT	18,000
Oct 9-10	EFFECTIVE COMMUNICATION SKILLS	COMMUNICATION	18,000
Oct 9-11	CONTINUAL IMPROVEMENT THROUGH KAIZEN MANAGEMENT SYSTEM	OPERATIONS MANAGEMENT	21,000
Oct 10-11	STRATEGIC MANAGEMENT	STRATEGIC MANAGEMENT	25,000
Oct 10-11	GREAT CUSTOMER SERVICE	MARKETING MANAGEMENT	18,000
Oct 16-18	DATA ANALYSIS TECHNIQUES FOR EFFECTIVE DECISION MAKING	GENERAL MANAGEMENT	21,000
Oct 16-17	COUNSELLING SKILLS	GENERAL MANAGEMENT	18,000
Oct 16-17	INTERNAL AUDITING FOR MANAGEMENT SYSTEMS	QUALITY MANAGEMENT	18,000
Oct 17-18	DEVELOPMENT COURSE FOR SUPERVISORS	GENERAL MANAGEMENT	16,000
Oct 23-24	NEGOTIATION SKILLS	GENERAL MANAGEMENT	18,000
Oct 23-25	ADVANCED MS OFFICE	INFORMATION TECHNOLOGY	18,000
Oct 25-26	WORKSHOP ON ORGANIZATIONAL DEVELOPMENT	WORLD CLASS COMPETITIVENESS	18,000
Oct 30-31	MANAGEMENT BY OBJECTIVES	GENERAL MANAGEMENT	18,000
Oct 31 - Nov 1	EFFECTIVE PURCHASE MANAGEMENT	OPERATIONS MANAGEMENT	18,000
Oct 31 - Nov 2	FINANCE AND ACCOUNTING FOR NON-FINANCIAL EXECUTIVES	FINANCIAL / INSURANCE MANAGEMENT	21,000
Nov 6-7	TRAINING NEEDS ANALYSIS	HUMAN RESOURCE MANAGEMENT	18,000
Nov 6-7	EXECUTIVE SECRETARIES COURSE	GENERAL MANAGEMENT	18,000
Nov 13-15	HUMAN RESOURCES MANAGEMENT	HUMAN RESOURCE MANAGEMENT	21,000

LAHORE

DATE	COURSE TITLE	TRAINING CATEGORY	FEE (Rs)
Nov 13-14	IMPLEMENTING ORACLE 12C DATA GUARD	INFORMATION TECHNOLOGY	18,000
Nov 15-16	GOOD BUSINESS ETIQUETTES	PERSONAL EFFECTIVENESS	15,000
Nov 20-21	EVENT MANAGEMENT SKILLS	GENERAL MANAGEMENT	18,000
Nov 20-21	IMPROVING WORKPLACE EFFECTIVENESS THROUGH CREATIVITY & INNOVATION	GENERAL MANAGEMENT	18,000
Nov 20	DEVELOPING SUSTAINABLE LEADERSHIP IN THE ORGANIZATION	STRATEGIC MANAGEMENT	12,000
Nov 21-22	CREATING ORGANIZATIONAL EXCELLENCE	WORLD CLASS COMPETITIVENESS	18,000
Nov 22-24	INTEGRATED HSE MANAGEMENT SYSTEM: ISO 14001/OHSAS 18001	OPERATIONS MANAGEMENT	21,000
Nov 27-28	FINANCIAL MANAGEMENT COURSE	FINANCIAL / INSURANCE MANAGEMENT	18,000
Nov 27-29	DEVELOPING HUMAN RESOURCE AND ADMINISTRATIVE POLICY MANUAL	HUMAN RESOURCE MANAGEMENT	21,000
Nov 27-28	MATERIALS HANDLING & WAREHOUSING	OPERATIONS MANAGEMENT	18,000
Nov 28-29	SKILLS IN SUPERVISION	GENERAL MANAGEMENT	18,000
Nov 29-30	SUPPLY CHAIN MANAGEMENT	OPERATIONS MANAGEMENT	18,000
Dec 4-6	SKILLS IN GOAL SETTING AND WORK PLANNING	GENERAL MANAGEMENT	21,000
Dec 4-5	APPLIED BUSINESS INTELLIGENCE	INFORMATION TECHNOLOGY	18,000
Dec 11-12	STRESS MANAGEMENT	PERSONAL EFFECTIVENESS	18,000
Dec 11-12	GETTING MASSIVE RESULTS BY NEURO LINGUISTIC PROGRAMING (NLP)	GENERAL MANAGEMENT	18,000
Dec 12-14	PRESENTATION SKILLS FOR MANAGERS	COMMUNICATION	21,000
Dec 18-20	PROBLEM SOLVING AND DECISION MAKING SKILLS	GENERAL MANAGEMENT	21,000
Dec 18-20	PLANNING & SCHEDULING WITH PRIMAVERA P6 V16.1	PROJECT MANAGEMENT	21,000
Dec 19-20	ENHANCING LEADERSHIP SKILLS	GENERAL MANAGEMENT	18,000
Dec 26-28	WORKSHOP ON STRATEGIC PLANNING	STRATEGIC MANAGEMENT	25,000
Dec 26-28	BEST PRACTICES IN HYGIENE AND FOOD SAFETY MANAGEMENT	OPERATIONS MANAGEMENT	21,000
Jan 1-2	INSURANCE SALES MANAGEMENT	FINANCIAL / INSURANCE MANAGEMENT	18,000
Jan 1-2	CREATING COMPETITIVE AND PRODUCTIVE MINDSET	PERSONAL EFFECTIVENESS	18,000
Jan 8-9	A COMPREHENSIVE APPROACH TO STRATEGIC HUMAN RESOURCE MANAGEMENT	HUMAN RESOURCE MANAGEMENT	18,000
Jan 8-9	DEVELOPING MANAGERIAL COMPETENCIES	GENERAL MANAGEMENT	18,000
Jan 15-18	MANAGEMENT COURSE FOR JUNIOR EXECUTIVES	GENERAL MANAGEMENT	24,000
Jan 15-16	INVENTORY MANAGEMENT	OPERATIONS MANAGEMENT	18,000
Jan 15-16	ADVANCED MS EXCEL	INFORMATION TECHNOLOGY	16,000
Jan 22	HOW TO CONDUCT EFFECTIVE MEETINGS	GENERAL MANAGEMENT	9,000
Jan 22-23	COST EVALUATION AND BUDGETING	FINANCIAL / INSURANCE MANAGEMENT	18,000
Jan 22-23	BREAKTHROUGH THINKING: PSYCHOLOGY FOR SUCCESS	PERSONAL EFFECTIVENESS	18,000
Jan 29-30	ASSERTIVENESS SKILLS	PERSONAL EFFECTIVENESS	18,000
Jan 29-30	HOW DO EFFECTIVE MANAGERS ORGANIZE THEMSELVES	GENERAL MANAGEMENT	18,000
Jan 30-31	MANAGING MULTIPLE PROJECTS EFFECTIVELY	PROJECT MANAGEMENT	18,000





ISLAMABAD

DATE	COURSE TITLE	TRAINING CATEGORY	FEE (Rs)
Aug 8-9	RESULTS BASED MANAGEMENT & MONITORING	WORLD CLASS COMPETITIVENESS	18,000
Aug 8-10	PROBLEM SOLVING AND DECISION MAKING SKILLS	GENERAL MANAGEMENT	21,000
Aug 15-16	SELLING COMPETENCIES	MARKETING MANAGEMENT	18,000
Aug 21-23	BEST PRACTICES IN HYGIENE AND FOOD SAFETY MANAGEMENT	OPERATIONS MANAGEMENT	21,000
Aug 22-23	NEGOTIATION SKILLS	GENERAL MANAGEMENT	18,000
Aug 28-30	DEVELOPING HUMAN RESOURCE AND ADMINISTRATIVE POLICY MANUAL	HUMAN RESOURCE MANAGEMENT	21,000
Aug 28-29	UNDERSTANDING PPRA RULES	OPERATIONS MANAGEMENT	18,000
Sep 7-8	EVENT MANAGEMENT SKILLS	GENERAL MANAGEMENT	18,000
Sep 7-8	DEVELOPMENT COURSE FOR SUPERVISORS	GENERAL MANAGEMENT	16,000
Sep 11-12	CORPORATE & BUSINESS LAW	WORLD CLASS COMPETITIVENESS	18,000
Sep 12-13	MATERIALS HANDLING & WAREHOUSING	OPERATIONS MANAGEMENT	18,000
Sep 19-20	DEVELOPING MANAGERIAL COMPETENCIES	GENERAL MANAGEMENT	18,000
Sep 19-21	WORKSHOP ON PROJECT MANAGEMENT	PROJECT MANAGEMENT	21,000
Sep 25-26	ART OF PEAK PERFORMANCE	PERSONAL EFFECTIVENESS	18,000
Oct 2-3	DEVELOPING MARKETING SKILLS	MARKETING MANAGEMENT	18,000
Oct 2-4	HUMAN RESOURCES MANAGEMENT	HUMAN RESOURCE MANAGEMENT	21,000
Oct 16-17	EMOTIONAL INTELLIGENCE FOR WORKPLACE SUCCESS	GENERAL MANAGEMENT	18,000
Oct 16-18	PRINCIPLES OF GOOD MANAGEMENT	GENERAL MANAGEMENT	21,000
Oct 23-24	HANDLING DIFFICULT PEOPLE	PERSONAL EFFECTIVENESS	18,000
Oct 24-25	SKILLS IN SUPERVISION	GENERAL MANAGEMENT	18,000
Oct 30-31	DASHBOARD REPORTING & ADVANCED DATA ANALYSIS WITH MS EXCEL	INFORMATION TECHNOLOGY	18,000
Oct 30-Nov 1	LEAN 5S ADVANCE COURSE	OPERATIONS MANAGEMENT	21,000
Nov 6-8	QUALITY ASSURANCE & MANAGEMENT	QUALITY MANAGEMENT	21,000
Nov 7-8	PROJECT MONITORING, EVALUATION & CONTROL	PROJECT MANAGEMENT	18,000
Nov 13-16	MANAGEMENT COURSE FOR JUNIOR EXECUTIVES	GENERAL MANAGEMENT	24,000
Nov 13-15	IMPROVING SPOKEN ENGLISH SKILLS	COMMUNICATION	21,000
Nov 20-21	DEVELOPING PERFORMANCE MANAGEMENT SYSTEM AND ITS IMPLEMENTATION	HUMAN RESOURCE MANAGEMENT	18,000
Nov 21-22	EFFECTIVE COMMUNICATION SKILLS	COMMUNICATION	18,000
Nov 27-29	STRATEGIC MARKETING PLANNING	MARKETING MANAGEMENT	25,000
Nov 27-29	PRESENTATION SKILLS FOR MANAGERS	COMMUNICATION	21,000
Nov 28-29	CONTRACTS MANAGEMENT	OPERATIONS MANAGEMENT	18,000
Dec 4-5	UNDERSTANDING LABOUR LAWS & POLICIES	HUMAN RESOURCE MANAGEMENT	18,000
Dec 6-7	HOW DO EFFECTIVE MANAGERS ORGANIZE THEMSELVES	GENERAL MANAGEMENT	18,000
Dec 12	CONFLICT MANAGEMENT	GENERAL MANAGEMENT	9,000
Dec 18-22	SIX SIGMA: GREEN BELT	QUALITY MANAGEMENT	35,000
Dec 18-19	EFFECTIVE PROJECT PROPOSALS	PROJECT MANAGEMENT	18,000
Dec 18-19	TRAINING NEEDS ANALYSIS	HUMAN RESOURCE MANAGEMENT	18,000
Dec 26-27	SKILLS IN ADMINISTRATION	GENERAL MANAGEMENT	18,000
Dec 27-28	DISASTER MANAGEMENT	OPERATIONS MANAGEMENT	18,000
Jan 1-2	EXECUTIVE SECRETARIES COURSE	GENERAL MANAGEMENT	18,000
Jan 1-2	KNOWLEDGE MANAGEMENT & ORGANIZATION DEVELOPMENT	WORLD CLASS COMPETITIVENESS	18,000
Jan 8-9	MOTIVATING SELF & OTHERS	GENERAL MANAGEMENT	18,000
Jan 9	INNOVATIVE LEADERSHIP	GENERAL MANAGEMENT	18,000
Jan 15-16	UNDERSTANDING BUSINESS & COMMERCIAL LAWS OF PAKISTAN	GENERAL MANAGEMENT	18,000
Jan 22-24	DATA ANALYSIS TECHNIQUES FOR EFFECTIVE DECISION MAKING	GENERAL MANAGEMENT	21,000
Jan 22-23	SUPPLY CHAIN MANAGEMENT	OPERATIONS MANAGEMENT	18,000
Jan 24-25	TEAM WORK: GETTING PEOPLE TO WORK TOGETHER	GENERAL MANAGEMENT	18,000
Jan 29-30	GOOD BUSINESS ETIQUETTES	PERSONAL EFFECTIVENESS	15,000
Jan 29-30	MANAGING TRAINING AND DEVELOPMENT FUNCTION	HUMAN RESOURCE MANAGEMENT	18,000

- 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.