

2019 CALENDAR



<u>COURSE TITLE</u>	<u>COURSE DURATION</u>	<u>Q 1</u>	<u>Q 2</u>	<u>Q 3</u>	<u>Q 4</u>	<u>COST</u>
Relationship marketing	2 Days					Kshs 89 950
Consultative selling skills	2 Days					Kshs 89 950
Sales Force Management (Territory Management)	3 Days					Kshs 89 950
Key-Large-B2B Account Management Strategies	2 Days					Kshs 89 950
Territory Management Using Mind Map Strategies	2 Days					Kshs 89 950

OTHER COURSES AVAILABLE ON REQUEST

Powerful Sales proposals and Presentations				
Social Influencing				
Coaching				
Negotiation Skills				
Core Interactive Skills				
Account Strategy				
Sales Leadership Master class				

HUMAN RESOURCE TRAINING IN PARTNERSHIP WITH THE SOCIETY FOR HUMAN RESOURCE MANAGEMENT (SHRM)

COURSE TITLE	COURSE DURATION	Q 1	Q 2	Q 3	Q 4	COST
Certification Open SHRM –CP and SHRM –SCP Certification Preparation Course	▶ - 3 Day boot camp - Examination preparation - Exams					▶ On Inquiry
7th EA HR Summit	▶ 3 Days					▶ \$ 1, 590
SHRM 2019 Annual Conference and Exposition - Las Vegas, June 23rd - 26th	▶ 5 Days					▶ \$ 2, 095

OTHER COURSES AVAILABLE ON REQUEST

HR Metrics and Workforce Analytics	▶				
Employee Development	▶				
HR Business Partner	▶				
Strategic HR- Managing Business Results	▶				
Organizational Development and Effectiveness	▶				
Creating a Talent acquisition Strategy	▶				
Communicating with Credibility as an Emerging HR Leader	▶				
Employee Engagement and Relations	▶				
Strategy for Leadership in HR	▶				

FOUNDATIONAL LEADERSHIP AND MANAGEMENT PROGRAMS

COURSE TITLE	COURSE DURATION	Q 1	Q 2	Q 3	Q 4	COST
Mastering Emotional Intelligence - Level 1	2 Days					Kshs 89 950
Mastering Emotional Intelligence - Level 2	2 Days					Kshs 89 950

OTHER COURSES AVAILABLE ON REQUEST

The Diamond Edge-Women- Power - Leadership Retreat					
The Five Behaviours of Cohesive Teams					
The Work of Leaders Workshop					
ILM Competency Based Programs (Request Catalogue)					
Transformational Tools for Understanding Self & Others (Request Information i.e Everything DiSC)					
Equilibrium: Leading Through Coaching for Team Engagement					

HIGHLY SPECIALIZED PROGRAMS

OTHER COURSES AVAILABLE ON REQUEST

Practical cost reduction strategies				
Maintenance Management Series of Courses e.g Reliability Centred Maintenance (RCM), Maintenance Tactics & Reliability, Root Cause Failure Analysis & Operator Skills Development (OSD)				
Practical Planning and Scheduling of Maintenance Activities				
Performance Management, KPIs and Benchmarking in Maintenance Practice				



Organizational Culture Development

- Diagnostic
- Engagements
- Transformation



Competency Frameworks,
Library Development &
Assessment



Everything DiSC Assessments
(Transformational tools to help you
understand yourself and others for
effective relationships)



The Five Behaviours of a Cohesive Team
(Teams working together more
effectively and efficiently)



NOTES

1. We reserve the right to change dates, reschedule or cancel a programme.
2. Confirmation to the training must be received by signing the program registration form accordingly.
3. Payment must be received before the course dates.

CIAR MANAGEMENT INSTITUTE ,
P.O. Box 66144-00800,
Nairobi, Kenya .

Tel: +254701696824
+254751670798
+254722611350

Email: Info@ciar.co.ke

www.ciarafrika.com