

# 2020 CALENDAR



# THE CIAR AFRICA SALES ACADEMY

<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				

# 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](mailto:Info@ciar.co.ke)

[www.ciarafrika.com](http://www.ciarafrika.com)