



START THE YEAR RIGHT!

LEARN KEY BUSINESS FUNDAMENTALS

JANUARY

- 22 Measuring and Analyzing your Sales Promotions Success *by Milona Mier-Barraca*

FEBRUARY

- 4 Building a Winning Key Account Plan *by Ramon Barredo*
13 Fundamentals of Trade Marketing *by Milona Mier-Barraca*
22 Effective Project Management *by Wilhem Nolasco*
29 Fundamentals of Operations Management *by Imelda Lim*

MARCH

- 7 Supervisory and Management Skills *by Imelda Lim*
19 Channel Marketing *by Ian Santos*
28 Implementing your Business Process Re-Engineering Framework *by Imelda Lim*

APRIL

- 18 Basic Project Management *by Imelda Lim*
21 Executing to Win in Trade Marketing *by Milona Mier-Barraca*
24 Fundamentals of Distribution Management *by Howell Cu*

MAY

- 9 Toolkits for Business Productivity and Efficiency *by Imelda Lim*
12 Effective Sales Leadership *by Ronnie Traballo*
30 Fundamentals of Performance Coaching *by Imelda Lim*

JUNE

- 18 Fundamentals of Key Account Management *by Ian Santos*
20 Fundamentals of Operations Management *by Imelda Lim*
25 7 Disciplines on How to Win in Merchandising *by Milona Mier-Barraca*
26 Financial Management *by Howell Cu*

JULY

- 7 Fundamentals of B2B Selling *by Ronnie Traballo*
9 Beyond Event Marketing: Crafting High Impact Brand Experiences *by Ramon Barredo*
18 Effective Project Management *by Wilhem Nolasco*

AUGUST

- 4 Build a Winning Trade Marketing Team *by Milona Mier-Barraca*
15 Strategic Planning Training and Application *by Imelda Lim*
29 Fundamentals of Performance Coaching *by Imelda Lim*

SEPTEMBER

- 3 Effective Sales Leadership *by Ronnie Traballo*
12 Basic Project Management *by Imelda Lim*
19 Design Thinking *by Wilhem Nolasco*
24 Fundamentals of Leadership *by Ian Santos*
29 The 7 Essentials of Winning Sales Promotions *by Milona Mier-Barraca*

OCTOBER

- 7 Sales Pipeline Management *by Ronnie Traballo*
17 Fundamentals of Operations Management *by Imelda Lim*
20 Leading and Managing your Third Party Merchandising Agency *by Milona Mier-Barraca*

NOVEMBER

- 10 Fundamentals of Key Account Management *by Ian Santos*
21 Fundamentals of Customer Service Recovery *by Imelda Lim*
26 7 Disciplines on How to Win in Merchandising *by Milona Mier-Barraca*

DECEMBER

- 5 Supervisory and Management Skills *by Imelda Lim*



Send participants to **5 different classes**, GET 1 SLOT FREE!
or
Send **5 participants** to **1 seminar**, GET 1 SLOT FREE!