

**FULFILGATE ASSOCIATES**  
**TRAINING CALENDAR FOR 2016**



S/No.	COURSE TITLE	FEES N	No OF DAYS	JAN 2016	FEB 2016	MAR 2016	APR 2016	MAY 2016	JUN 2016	JUL 2016	AUG 2016	SEP 2016	OCT 2016	NOV 2016	DEC 2016
<b>Procurement Courses</b>															
1	Strategic Sourcing & Procurement Training	100,000	3				13-15								
2	Strategic Vendor Management Training	80,000	2						7-8						
3	Effective Supply Chain & Logistics Management	80,000	2								11-12				
4	Public Procurement Proficiency Training for Public Officers	100,000	3						9-11						
5	Procurement Proficiency for Non Procurement Professionals	70,000	2										6-7		
<b>Sales &amp; Marketing Courses</b>															
6	Essential Sales & Marketing Skills	70,000	2											17-18	
7	Managing Key Account Relationships	70,000	2							21-22					
8	Developing Superior Selling Skills	90,000	3								24-26				
9	Planning & Developing Competitive Marketing Strategies	90,000	3				20-22								
<b>Banking Courses</b>															
10	Financial Statements Analysis for Credit Professionals	80,000	2			10-11									
11	Asset & Liability Management	120,000	3							6-8					
12	Basic Credit Analysis for Beginners	80,000	2			17-18									
13	Intermediate Credit Analysis & Structuring	100,000	3							13-15					
14	Strategies for Effective Restructuring & Loss Mitigation of Problem Loans	100,000	2									1-2			
15	Loan Workout & Credit Recovery Strategies	100,000	3										12-14		
16	Basic Banking Operations Programme	70,000	2			24-25									
17	Fraud Management: Prevention, Detection and Controls	80,000	2					12-13							
18	Capacity Building for Career Bankers	80,000	3									7-9			
<b>Financial Management Courses</b>															
19	Finance for Non-Finance Professionals	100,000	3											9-11	
20	Strategic Cost Management	80,000	2					5-6							
21	International Financial Reporting Standards (IFRS) for SMEs	100,000	3												7-9
22	Effective Working Capital Management Strategies	100,000	2				7-8								
<b>General Management &amp; Personal Development Courses</b>															
23	Delivering Premium Customer Services	70,000	2					26-27							
24	Personal Effectiveness & Attitude Reorientation Programme	70,000	2											3-4	
25	Time Management & Personal Effectiveness Planning	70,000	2										27-28		
26	Managerial Skill Acquisition for Line Managers	70,000	2								4-5				
27	Effective Supervision & Management for Maximum Performance	70,000	2									15-16			
28	Motivating Your Workforce for Peak Performance	70,000	2						23-24						

NOTE: ALL COURSES WILL TAKE PLACE IN LAGOS

**ENQUIRIES:**

The Training Coordinator

Fulfilgate Associates

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