

**HYPEX CONSULTING LLP
TRAINING CALENDAR FOR 2012**



| S/No. | COURSE TITLE | FEES N | No OF DAYS | JAN 2012 | FEB 2012 | MAR 2012 | APR 2012 | MAY 2012 | JUN 2012 | JUL 2012 | AUG 2012 | SEP 2012 | OCT 2012 | NOV 2012 | DEC 2012 |
|--|---|-----------|---------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Procurement Courses | | | | | | | | | | | | | | | |
| 1 | Strategic Sourcing & Procurement Training | 100,000 | 3 | | | | 17-19 | | | | | | | | |
| 2 | Strategic Vendor Management Training | 80,000 | 2 | | | | | | 11-12 | | | | | | |
| 3 | Effective Supply Chain & Logistics Management | 80,000 | 2 | | | | | | | | 14-15 | | | | |
| 4 | Public Procurement Proficiency Training for Public Officers | 100,000 | 3 | | | | | | 13-15 | | | | | | |
| 5 | Procurement Proficiency for Non Procurement Professionals | 70,000 | 2 | | | | | | | | | | 9-10 | | |
| Sales & Marketing Courses | | | | | | | | | | | | | | | |
| 6 | Essential Sales & Marketing Skills | 70,000 | 2 | | | | | | | | | | | 20-21 | |
| 7 | Managing Key Account Relationships | 70,000 | 2 | | | | | | | 24-25 | | | | | |
| 8 | Developing Superior Selling Skills | 90,000 | 3 | | | | | | | | 21-23 | | | | |
| 9 | Planning & Developing Competitive Marketing Strategies | 90,000 | 3 | | | | 24-26 | | | | | | | | |
| Investment Management Courses | | | | | | | | | | | | | | | |
| 10 | Fixed Income Securities Analysis & Management | 100,000 | 2 | | | | | 8-9 | | | | | | | |
| 11 | Asset Management Master Class | 120,000 | 3 | | | | | | | | 7-9 | | | | |
| 12 | Practical Financial Modeling Techniques Using Excel | 90,000 | 2 | | | | | | | 3-4 | | | | | |
| 13 | Business Valuation Master Class | 120,000 | 3 | | | | | | | | 28-30 | | | | |
| 14 | Portfolio Management Master Class for Wealth Managers | 120,000 | 3 | | | | | | | | | | 23-25 | | |
| Banking Courses | | | | | | | | | | | | | | | |
| 15 | Financial Statements Analysis for Credit Professionals | 80,000 | 2 | | | 13-14 | | | | | | | | | |
| 16 | Asset & Liability Management | 120,000 | 3 | | | | | | 26-28 | | | | | | |
| 17 | Basic Credit Analysis for Beginners | 80,000 | 2 | | | 20-21 | | | | | | | | | |
| 18 | Intermediate Credit Analysis & Structuring | 100,000 | 3 | | | | | | | 10-12 | | | | | |
| 19 | Strategies for Effective Restructuring & Loss Mitigation of Problem Loans | 100,000 | 2 | | | | | | | | | 11-12 | | | |
| 20 | Loan Workout & Credit Recovery Strategies | 100,000 | 3 | | | | | | | | | | 16-18 | | |
| 21 | Basic Banking Operations Programme | 70,000 | 2 | | | 27-28 | | | | | | | | | |
| 22 | Fraud Management: Prevention, Detection and Controls | 80,000 | 2 | | | | | 23-24 | | | | | | | |
| 23 | Capacity Building for Career Bankers | 80,000 | 3 | | | | | | | | | 4-6 | | | |
| Financial Management Courses | | | | | | | | | | | | | | | |
| 24 | Finance for Non-Finance Professionals | 100,000 | 3 | | | | | | | | | | | 13-15 | |
| 25 | International Financial Reporting Standards (IFRS) for SMEs | 100,000 | 3 | | | | | | | | | | | | 4-6 |
| 26 | Effective Working Capital Management Strategies | 100,000 | 2 | | | | 3-4 | | | | | | | | |
| General Management & Personal Development Courses | | | | | | | | | | | | | | | |
| 27 | Delivering Premium Customer Services | 70,000 | 2 | | | | | 29-30 | | | | | | | |
| 28 | Personal Effectiveness & Attitude Reorientation Programme | 70,000 | 2 | | | | | | | | | | | 6-7 | |
| 29 | Effective Supervisory Skills | 70,000 | 2 | | | | | | | | | 18-19 | | | |
| 30 | Motivating Your Workforce for Peak Performance | 70,000 | 2 | | | | | | 19-20 | | | | | | |

NOTE: ALL COURSES WILL TAKE PLACE IN LAGOS

ENQUIRIES

The Training Coordinator
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