

# EXECUTIVE EDUCATION CALENDER 2018 - 19

**IBA** Institute of  
Business Administration  
Karachi  
*Leadership and Ideas for Tomorrow*

cee.iba.edu.pk

## CEE Programs Framework



\* This framework is designed at Center for Executive Education, IBA, Karachi

■ Organization Perspective  
■ Executive Development at CEE  
■ Organization Development at CEE

## REGISTRATION PROCESS

- 01 SELECT WORKSHOP**

To fulfill your objectives & to enhance your skills select the workshop that best suites you. Contact our advisors for help in choosing the right training for you.
- 02 BOOK YOUR SEAT**

Due to limited seats selection on First Come First Served Basis only (except for certain workshops). Book your seat well in advance. Our team will help you in the registration process.
- 03 GET CONFIRMATION**

Upon receiving completed registration form we only reserve your seat. Confirmations along with program guidelines are sent to participants 2 to 3 days prior to the workshop. (It is strongly advisable to book your travelling after you receive confirmations from CEE).
- 04 Attend Workshop  
Achieve Competency  
Apply Knowledge**

Experience  
**EXECUTIVE  
EDUCATION**

Centre for Executive Education, IBA, Karachi

Center for Executive Education (CEE)  
Institute of Business Administration City Campus.  
Off Garden Road, Karachi-74400.

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**INSTITUTE OF BUSINESS ADMINISTRATION (IBA), KARACHI**  
**CENTER FOR EXECUTIVE EDUCATION (CEE)**  
**EXECUTIVE EDUCATION CALENDAR 2018 - 19 (V1)**

WORKSHOP	AFFILIATION	FACULTY	SUBJECT	LEVEL OF PARTICIPANTS				DATES	LOCATION	DURATION (HOURS/DAYS)	FEES	RATING *	
				BOARD	CxO	SENIOR	MIDDLE					FACULTY	PROGRAM
<b>JANUARY 2019</b>													
Law for Non-Lawyers		Mohammad Sohaib Saleem	Law					8 & 9	Karachi	2	35,000		
Strategic Project Management - Managing the Project Portfolio		Dr. Irfan Nabi/Dr. Rameez Khalid/Omair Mirza	Project Management					22 to 24	Karachi	3	48,000	4.5	4.5
Discovering Leadership Through Self Analysis		Dr. Khurram Sharif	Leadership					25 & 26	Karachi	2	75,000	4.4	4.3
Certificate in Procurement Management	SPPRA		Strategy & Management					28 to 1 Feb	Karachi	5	40,000		
Presentation Skills: Masterclass		Nadia Saeed	Advanced Communication Skills					30 & 31	Karachi	2	35,000	4.1	4.4
<b>FEBRUARY 2019</b>													
Directors' Training Program - Module 1	SECP		Corporate Governance					6 & 7	Karachi	2	90,000	4.8	4.6
Directors' Training Program - Module 2	SECP		Corporate Governance					8 & 9	Karachi	2	90,000	4.7	4.6
Current Good Manufacturing Practices (CGMP)		Dr. Bilquees Yasmeen	Quality Management					from 9 (10 weeks)	Karachi	10	45,000		
Negotiation & Conflict Resolution Skills		Dr. Huma Baqai	Strategy & Management					14 & 15	Karachi	3	49,000	4.3	4.4
Certificate in Procurement Management	SPPRA		Strategy & Management					18 to 22	Karachi	5	40,000		
Managerial Communication Strategies for Success		Nadia Saeed	Advanced Communication Skills					19 & 20	Karachi	2	40,000	4.5	4.4
High Impact Train the Trainer		Dr. Khurram Sharif	Strategy & Management					21 & 22	Karachi	2	40,000	4.7	4.7
Factory Management		Nasir Mahmood	Operations Management					21 & 22	Lahore	2	35,000	4.4	4.2
Applicative Six Sigma - Green Belt Level		Dr. Rameez Khalid / Ali Zulqarnain	Quality Management					20 to 22 + 28	Karachi	3 + 1	45,000	4.2	4.4
<b>MARCH 2019</b>													
Certificate in Procurement Management	SPPRA		Strategy & Management					4 to 8	Karachi	5	40,000		
Leading the Winning Supply Chain Team (New)		Muhammad Qaysar Alam	Supply Chain Management					4 & 5	Karachi	2	50,000		
Building Effective Workplace Teams (NEW)		Rizwan Razvi	Strategy & Management					6 & 7	Karachi	2	40,000		
People Analytics and Dashboards (New)		Shuja Shams	HR					7	Karachi	1	25,000		
Certificate in Procurement Management	SPPRA		Strategy & Management					11 to 15	Karachi	5	40,000		
Finance for Non-Finance Executives		Abdul Rahim Suriya	Finance & Accounting					12 & 13	Karachi	2	40,000	4.6	4.5
Balanced Scorecard		Dr. Akmal Ataullah	Human Resource Management					18 & 19	Karachi	2	45,000	4.8	4.7
Statistical Process Control in Pharmaceutical Product (New)		Dr. Bilquis Yasmeen	Quality Management					19 & 20	Karachi	2	35,000		
Best Practices in Internal Auditing		Huma Pasha	Finance & Accounting					28 & 29	Karachi	2	45,000	4.3	4.2
<b>APRIL 2019</b>													
Customer Focus Sales (New)		Ishaq Shaikh/M. Abid	Sales & Marketing					1 & 2	Karachi	2	45,000		New
Management Development Training Focusing on Team Building (New)		Irum Saba	Strategy & Management					5 & 6	Karachi	2	60,000		New
Building Strong Pharma Brands		Akhtar Mahmud	Sales & Marketing					9 to 11	Karachi	3	40,000		
Competing to Win: Essentials of Competition Law (New)		Mohammad Sohaib Saleem	Law					11 & 12	Karachi	2	35,000		
Factory Management		Nasir Mahmood	Operations Management					15 & 16	Karachi	2	35,000	4.4	4.2
Compensation & Benefits Management		Hussain Adenwala	Human Resource Management					17 & 18	Karachi	2	45,000		
Service Oriented Professional		Shuja Shams	Strategy & Management					18 & 19	Karachi	2	35,000		
Financial Modeling - Module 1		Saad Usman	Finance & Accounting					23 & 24	Karachi	1.5	36,000	4.5	4.3
Financial Modeling - Module 2		Saad Usman	Finance & Accounting					24 & 25	Karachi	1.5	36,000	4.5	4.3
Financial Modeling - Module 3		Tauseef Ahmed Ansari	Finance & Accounting					26 & 27	Karachi	1.5	36,000	4.4	4.2
<b>JUNE 2019</b>													
Project Management - Framework & Tools (NEW)		Dr. Irfan Nabi/Dr. Rameez Khalid/Omair Mirza	Project Management					17 to 21	Karachi	4	60,000	4.7	4.6
Certificate in Procurement Management	SPPRA		Strategy & Management					17 to 21	Karachi	5	40,000		
Negotiation & Conflict Resolution Skills		Dr. Huma Baqai	Strategy & Management					20 & 21	Karachi	3	49,000	4.3	4.4
Directors' Training Program - Module 1	SECP		Corporate Governance					25 & 26	Karachi	2	90,000	4.8	4.6
Directors' Training Program - Module 2	SECP		Corporate Governance					27 & 28	Karachi	2	90,000	4.7	4.6
<b>JULY 2019</b>													
Competency Based Interviewing – "Select the Best"		Shuja Shams	Human Resource Management					9	Karachi	1	25,000		
Law for Non-Lawyers		Mohammad Sohaib Saleem	Law					11 & 12	Karachi	2	40,000		
Presentation Skills: Masterclass		Nadia Saeed	Advanced Communication Skills					24 & 25	Karachi	2	35,000	4.1	4.4
<b>AUGUST 2019</b>													
Applicative Six Sigma - Green Belt Level		Dr. Rameez Khalid / Ali Zulqarnain	Quality Management					5 to 7 + 15	Karachi	3 + 1	45,000	4.2	4.4
Certificate in Procurement Management	SPPRA		Strategy & Management					5 to 9	Karachi	5	40,000		
Factory Management		Nasir Mahmood	Operations Management					7 & 8	Karachi	2	35,000	4.4	4.2
Writing Techniques: A Strategic Approach		Maria Hassan Siddiqui	Advanced Communication Skills					8 & 9	Karachi	2	35,000	4.2	4.4
Statistical Process Control in Pharmaceutical Product (New)		Dr. Bilquis Yasmeen	Quality Management					28 & 29	Karachi	2	35,000		
<b>SEPTEMBER 2019</b>													
Finance for Non-Finance Executives		Abdul Rahim Suriya	Finance & Accounting					5 & 6	Karachi	2	40,000	4.6	4.5
Compensation & Benefits Management		Hussain Adenwala	Human Resource Management					12 & 13	Karachi	2	45,000		
Project Management - Framework & Tools		Dr. Irfan Nabi/Dr. Rameez Khalid/Omair Mirza	Project Management					23 to 27	Karachi	4	60,000	4.7	4.6
Managerial Communication Strategies for Success		Nadia Saeed	Advanced Communication Skills					26 & 27	Karachi	2	40,000	4.5	4.4
<b>OCTOBER 2019</b>													
Negotiation & Conflict Resolution Skills		Dr. Huma Baqai	Strategy & Management					2 & 3	Karachi	2	49,000	4.3	4.4
Compensation & Benefits Management		Hussain Adenwala	Human Resource Management					9 & 10	Karachi	2	45,000		
Current Good Manufacturing Practices (CGMP)		Dr. Bilquees Yasmeen	Quality Management					from 19 (10 weeks)	Karachi	10	45,000		
Financial Acumen: Masterclass Simulation		Hasnain R. Badami / Muhammad Danish	Finance & Accounting					22 & 23	Karachi	2	40,000		
Cost of Quality		Dr. Rameez Khalid / Ali Zulqarnain	Quality Management					23 & 24	Karachi	2	40,000		
<b>NOVEMBER 2019</b>													
Discovering Leadership Through Self Analysis		Dr. Khurram Sharif	Leadership					4 & 5	Karachi	2	75,000	4.4	4.3
Strategic Project Management - Managing the Project Portfolio		Dr. Irfan Nabi/Dr. Rameez Khalid/Omair Mirza	Project Management					6 to 8	Karachi	3	48,000	4.5	4.5
Financial Modeling - Module 1		Saad Usman	Finance & Accounting					6 & 7	Karachi	1.5	36,000	4.5	4.3
Financial Modeling - Module 2		Saad Usman	Finance & Accounting					7 & 8	Karachi	1.5	36,000	4.5	4.3
Financial Modeling - Module 3		Tauseef Ahmed Ansari	Finance & Accounting					14 & 15	Karachi	1.5	36,000	4.1	4.2
Innovation for Banking & Financial Institutions (NEW)		Javaid Iqbal	Strategy & Management					12 & 13	Karachi	2	100,000		
Building Strong Pharma Brands		Akhtar Mahmud	Sales & Marketing					13 to 15	Karachi	3	40,000	4.7	4.9
Business Innovation & Design: Masterclass Simulation		Javaid Ahmed	Strategy & Management					14 & 15	Karachi	2	40,000		
High Impact Train the Trainer		Dr. Khurram Sharif	Strategy & Management					21 & 22	Karachi	2	40,000	4.7	4.7
<b>DECEMBER 2019</b>													
Generating Highly Effective Business Models - A LEGO Serious Play Simulation (NEW)		Dr. Khurram J. Sharif	Strategy & Management					5 & 6	Karachi	2	75,000		
Building Strong Pharma Brands		Akhtar Mahmud	Sales & Marketing					9 to 11	Karachi	3	40,000		
Project Management - Framework & Tools		Dr. Irfan Nabi/Dr. Rameez Khalid/Omair Mirza	Project Management					9 to 13	Karachi	5	60,000	4.7	4.6
DISC for Sales Professionals		Nasir Ahmed	Sales & Marketing					10 & 11	Karachi	2	40,000		
Directors' Training Program - Module 1	SECP		Corporate Governance					10 & 11	Karachi	2	90,000	4.8	4.6
Directors' Training Program - Module 2	SECP		Corporate Governance					12 & 13	Karachi	2	90,000	4.7	4.6
Best Practices in Maintenance Management (NEW)		Nasir Mahmood	Operations Management					11 & 12	Karachi	2	35,000		
Certificate in Procurement Management	SPPRA		Strategy & Management					16 to 20	Karachi	5	40,000		