

# EXECUTIVE EDUCATION CALENDAR 2019

**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 2019**

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
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>													
Finance for Non-Finance Executives		Abdul Rahim Suriya	Finance & Accounting					12 & 13	Karachi	2	40,000	4.6	4.5
People Analytics and Dash Boards		Shuja Shams	HR					14	Karachi	1	25,000		
Certificate in Procurement Manager	SPPRA		Strategy & Management					11 to 15	Karachi	6	40,000		
Balanced Scorecard		Dr. Akmal Attaullah	Human Resource Management					18 & 19	Karachi	2	45,000	4.8	4.7
Directors' Training Program - Module 1	SECP		Corporate Governance					18 & 19	Karachi	2	90,000		
Directors' Training Program - Module 2	SECP		Corporate Governance					20 & 21	Karachi	2	90,000	4.8	4.6
Statistical Process Control in Pharmaceutical Product Quality		Dr. Bilquis Yasmeen	Quality Management					19 & 20	Karachi	2	35,000	4.7	4.6
Applicative Six Sigma Green Belt Level		Dr. Rameez Khalid	Quality Management					20 to 22	Karachi	3	45,000	4.2	4.4
Negotiation & Conflict Resolution Skills		Dr. Huma Baqai	Strategy & Management					21 & 22	Karachi	2	49,000	4.3	4.4
Best Practices in Internal Audit		Huma Pasha	Finance & Accounting					26 & 27	Karachi	2	45,000	4.4	4.2
<b>APRIL 2019</b>													
Customer Focused Sales (New)		Ishaq Shaikh/M. Abid	Sales & Marketing					1 & 2	Karachi	2	45,000		New
Building Strong Pharma Brands		Akhtar Mahmud	Sales & Marketing					9 to 11	Karachi	3	40,000		
Factory Management		Nasir Mahmood	Operations Management					10 & 11	Karachi	2	35,000	4.4	4.2
Competing to Win: Essentials of Competition Law (New)		Mohammad Sohaib Saleem	Law					11 & 12	Karachi	2	35,000		
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 & 2		Saad Usman	Finance & Accounting					18 to 20	Karachi	1.5	36,000	4.5	4.3
Financial Modeling - Module 3		Tauseef Ahmed Ansari	Finance & Accounting					21 & 22	Karachi	1.5	36,000	4.4	4.2
Management Development Training Focusing on Team Building		Dr. Irum Saba	General Management					25 & 26	Karachi	2	60,000		
Current Good Manufacturing Practices (cGMP) in Pharmaceuticals		Dr. Bilquis Yasmeen	Quality Management					25 to 27	Lahore	3	55,000		
<b>JUNE 2019</b>													
Project Management - Framework & Tools (NEW)		Dr. Irfan Nabi/Dr. Rameez Khalid/Omair Mirza	Project Management					17 to 21	Karachi	5	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>													
Customer Focus Sales		Ishaq Shaikh/M. Abid	Sales & Marketing					16 & 17	Karachi	2	45,000		
Competency Based Interviewing – "Select the Best"		Shuja Shams	Human Resource Management					18	Karachi	1	25,000		
The Learning Journey - TNA to MLE (New)		Mr. Talha Asim Ghazi	Human Resource Management					24 to 26	Karachi	3	49,000		
Law for Non-Lawyers		Mohammad Sohaib Saleem	Law					25 & 26	Karachi	2	35,000		
Presentation Skills: Masterclass		Nadia Saeed	Advanced Communication Skills					29 & 30	Karachi	2	35,000	4.1	4.4
Factory Management		Nasir Mahmood	Operations Management					30 & 31	Karachi	2	35,000	4.4	4.2
<b>AUGUST 2019</b>													
Intensify Peak Performance (NEW)		Aisha Bela Malik	Strategy & Management					1 & 2	Karachi	2	45,000		
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
Business Transformation - Secure the Future		Dr. Abdul Basit	Strategy & Management					6	Karachi	1	30,000		New
Certificate in Procurement Management	SPPRA		Strategy & Management					5 to 9	Karachi	5	40,000		
Global Sourcing: Using Gamification (New)		Mr. Faisal Jalal / Dr. Rameez Khalid	Supply Chain Management					8 & 9	Karachi		30,000		
Writing Techniques: A Strategic Approach		Maria Hassan Siddiqui	Advanced Communication Skills					22 & 23	Karachi	2	35,000	4.2	4.4
Performance Management and Talent Development		Ahmad Ali Zia	Human Resource Management					22 & 23	Karachi		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
Service Oriented Professional		Shuja Shams	Strategy & Management					19 & 20	Karachi	2	35,000		
Project Management - Framework & Tools			Project Management					23 to 27	Karachi	5	60,000	4.7	4.6
Negotiation & Conflict Resolution Skills		Dr. Huma Baqai	Strategy & Management					26 & 27	Karachi	2	49,000	4.3	4.4
<b>OCTOBER 2019</b>													
Compensation & Benefits Management		Hussain Adenwala	Human Resource Management					9 & 10	Karachi	2	45,000		
Managerial Communication Strategies for Success		Nadia Saeed	Advanced Communication Skills					15 & 16	Karachi	2	40,000	4.5	4.4
People Analytics and Dashboards		Shuja Shams	Human Resource Management					17 & 18	Karachi	2	30,000		
Current Good Manufacturing Practices (CGMP)		Dr. Bilquees Yasmeen	Quality Management					from 19 (10 weeks)	Karachi	10	49,000		
Cost of Quality		Dr. Rameez Khalid / Ali Zulqarnain	Quality Management					23 & 24	Karachi	2	40,000		
Management Development Training Focusing on Team Building		Dr. Irum Saba	Strategy & Management					29 & 30	Karachi	2	60,000		
<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/Mr. Omair Mirza	Project Management					11 to 13	Karachi	3	48,000	4.5	4.5
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		
<b>DECEMBER 2019</b>													
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		Nasir Mahmood	Operations Management					11 & 12	Karachi	2	35,000		
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
Certificate in Procurement Management	SPPRA		Strategy & Management					16 to 20	Karachi	5	40,000		
High Impact Train the Trainer		Dr. Khurram Sharif	Strategy & Management					19 & 20	Karachi	2	70,000	4.7	4.7