



Institute of
Business Administration
Karachi

Leadership and Ideas for Tomorrow

SKILL DEVELOPMENT PROGRAMS

SEPTEMBER - 2014

The Art of Presentation

---Present like a pro to elevate your influence

Impressive and impactful presentations are critically important for business success and advancement of career. Learn from the professional to become a persuasive presenter and the winning one.

September 22-October 22, 2014 (Every Monday & Wednesday) | 06:00 pm to 08:00 pm

Training Investment: PKR 18,000/-

The Inner Game

---Developing a High Performance Manager

High performance Managers are active and move in a positive direction. They have a strong determination that influences those they interact with and are single-minded in their focus on results. They approach others in a straightforward manner and will value competence, efficiency and effectiveness.

This course would focus to develop your skills in the areas of communication, delegation planning, negotiation and recognition, needed to stay competitive in a fast moving world.

September 23-October 23, 2014 (Every Tuesday & Thursday) | 06:00 pm to 08:00 pm

Training Investment: PKR 18,000/-

Selling...Made Easy

---Learn the art of professional selling

In today's storm of enormous brands, selling is no longer about creating awareness about your product only or getting the deal signed. It is about nurturing a long lasting relationship, product alignment and developing with the prospect.

The two day workshop is designed in modular form to equip you with all the necessary tools of professional selling i.e. creating relationship, making strategy, planning calls, giving presentations and follow-ups.

September 26-27, 2014 (Friday & Saturday) | 9:00 am to 05:00 pm

Training Investment: PKR 18,000/-

For registration: Ph: 021-111 422 422; 021-38104700-01 **Ext.** 1541, 1801

Email: be&sdp@iba.edu.pk **Website:** <http://cee.iba.edu.pk/BEnSDP.shtml>

Classes will be held at Institute of Business Administration, City Campus: Garden / Kayani Shaheed Road, Karachi-74400