

2022

# ONLINE PROGRAMS

## DIPLOMA PROGRAMS

Early Eagle Rate (PHP) Regular Rate (PHP)

Sept. 14, 2022 - Mar. 18, 2023	16 <sup>th</sup> Executive Development Program on Supply Chain Management	72,250	76,500
Nov. 7, 2022 - May 4, 2023	27 <sup>th</sup> Marketing Diploma Program	79,900	84,000

## Ateneo-BAP Institute of Banking

Aug. 9-12	Managing Risks from FX and Interest Rate Exposures	10,000	11,000
Aug. 30, 31, Sept. 2 & 3	Introduction to Sustainable Finance: Principles and Framework	10,000	11,000
Sept. 3, 10, 17	Fundamentals of Derivatives	15,000	16,500
Sept. 19-30	Executive Program for Intraday Trading	27,500	30,000
Oct. 8, 15, & 22	The Business of Treasury: Banking Perspective	15,000	16,500
Oct. 22 - Nov. 12	100 <sup>th</sup> Treasury Certification Program		29,700
Nov. 5, 12 & 19	Value Investing: Principles and Applications	16,500	18,000

## Ateneo Institute for the Digital Enterprise

Aug. 15 - Sept. 23	Design Thinking: A New of Work	15,000	16,500
Aug. 20, 22, 24 & 26	Network and Information Security	10,000	11,000
Sept. 24	Introduction to Big Data	5,600	6,600
Sept. 26, 30, Oct. 3, 7, 10 & 14	Analytics for Business	15,000	16,500

## Leadership & Management

Aug. 1 - Sept. 11	Frontline Leader Impact	\$1,500*	
Aug. 15, 16, 18, & 19	Leading Your Team in a VUCA World	10,000	11,000
Aug. 22, 23, 30, & 31	Strategic Thinking in a Changing World	10,000	11,000
Sept. 1-2	Motivational Intelligence for Effective Leadership	10,000	11,000
Sept. 1-2	Introduction to Coaching for Performance	5,600	6,600
Sept. 6, 7, 8, & 9	Appreciative Leadership: Enhancing Employee Engagement	10,000	11,000
Sept. 13, 14, 20 & 21	Preparing to Lead: First Step in Transitioning to Management	11,000	12,000
Sept. 19, 20, 22 & 23	Advanced Systems Thinking: Mapping Problems and Designing Interventions	11,000	12,000
Sept. 26, 27, Oct. 3, & 4	Leading and Managing Change	10,000	11,000
Oct. 4-7	Storytelling for Business: Getting Your Message Across	11,000	12,000
Oct. 10, 11, 13, & 14	Coaching Remote Teams: Keeping Them Together While Apart	10,000	11,000
Nov. 7 & 8	Decision Effectiveness Workshop	10,000	11,000

## Financial Management

Aug. 10, 11, 13, 17, 18, & 20	Financial Markets and Corporate Finance	16,550	19,550
Aug. 20 & 27	Fundamentals of Public-Private Partnerships	11,000	12,000
Aug. 31, Sept. 1, 3, 7, 8, & 10	Company Valuation: Principles, Methods, Applications	15,000	16,800
Sept. 6-8, 13-15, 20-22, & 27	Credit Analysis	27,500	30,000
Sept. 17, 24, & Oct. 1	Corporate Financial Risk Management	15,000	16,800
Oct. 8 & 15	Project Finance	15,000	16,800
October 11, 12, 18, 19, 25 & 26	Accounting for Non-Accountants I	16,500	18,000
Oct. 19, 20, 22, 26, 27, & 29	Mergers and Acquisition	15,000	16,800
Nov. 7, 9, 10, 16, 17 & 18	Accounting for Management Decision-Making	15,000	16,500
Nov. 9, 10, 12, 16, 17 & 19	Investment Banking	15,000	16,800
Nov. 10, 11, 17, 18, 24, 25, Dec. 1 & 2	Finance 101	21,000	23,500
Nov. 24, 26, Dec. 1 & 3	Financial Restructuring and Bankruptcy	10,000	12,200
Dec. 10	Corporate Finance Business Forum	1,500	1,900

## Sales Management

July 28-30	Key Accounts Management: Strengthening the Core Business Proposal	16,500	18,000
Aug. 2, 4, 6, 9, 11, & 13	Fundamentals of Shopper Marketing and Strategy	15,000	16,500
Aug. 5-6	Negotiation Skills: Dead or Deadlock	10,000	11,000
Aug. 25-27	Sales Management: The Leader in You	15,000	16,500
Sept. 15-17	Customer-Centered Selling: Principles and Practice	15,000	16,500
Oct. 6-8	Distributor Management: Levelling Up the Key Partner	16,500	18,000

## Quality Management

July 25-26	Customer First! The Essentials of Customer Service	5,000	5,500
Aug. 1, 2, 8 & 9	Lean Six Sigma Yellow Belt Online Training	10,000	11,000
Aug. 16 - Sept. 14	44 <sup>th</sup> Lean Six Sigma Green Belt	47,000	52,000
Oct. 5, 6, 12 & 13	The Business Process Improvement Toolbox	10,000	11,000

## Project Management

Aug. 1 - Sept. 2	The Accidental Project Manager	28,800	34,900
Sept. 19 - Oct. 7	Agile Project Management	14,850	16,000

## Marketing Management

Starting on Aug. 1	DMI Pro: Become a Certified Digital Marketing Professional	62,300	89,000
Aug. 20, 27, Sept 9,10, 17, 30, Oct. 1, & 8	Brand Innovation Masterclass	24,000	26,000
Sept. 19, 21, 22 & 24	Marketing and Business Planning for Non-Marketers	10,000	11,000
Sept. 26, 28, 29 & Oct. 1	Marketing Communications	10,000	11,000
Oct. 17, 19, 20, 22	Brand Management	10,000	11,000
Oct. 24, 26 & 27	Introduction to Copywriting	11,000	12,000
Nov. 10, 14, 16 & 17	Market Research	10,000	11,000
Nov. 25, 26, 28 & 29	Segmenting, Targeting, Positioning: The Foundations of Strong Brands	10,000	11,000

*\*Pre-requisite of Brand Management*

## Human Resources & Management

Aug. 4-5	Balanced Scorecard Basics	5,000	5,500
Aug. 8-9	OD for Line Leaders	11,000	12,000
Sept. 26-27	Applied HR for Line Leaders	10,000	11,000
Oct. 3 & 4	Training and Organizational Needs Analysis	10,000	11,000
Oct. 11, 12, 13, & 14	Advanced Balanced Scorecard	10,000	11,000
Nov. 22-25	Labor Relations for Managers (Private Sector)	10,000	11,000

## Operations-Supply Chain Management

Aug. 9, 10, 16, & 17	Logistics: The Management Of Flow	10,000	11,000
Aug. 23, 24, 30, & 31	Essentials in Managing Inventory	10,000	11,000
Sept. 15, 16, 22 & 23	Legal Aspects in Procurement and Contract Management	10,000	11,000
Sept. 20, 22, 27, & 29	Forecasting and Demand Management	10,000	11,000
Oct. 18, 19, 25 & 26	Procurement and Sourcing Strategies	10,000	11,000

## Business Continuity Management

Aug. 16 & 18	Business Continuity Overview	5,600	6,600
Sept. 20 & 22	Developing Business Continuity Strategy	5,600	6,600
Oct. 18 & 20	IT Disaster Recovery Fundamentals	5,600	6,600

## Personal Mastery

Aug. 15, 16, 18, & 19	Communicate with Impact: Our Key to Moving Forward	10,000	11,000
Aug. 30, 31, Sept. 1, & 2	The Strengths Advantage: Discover Your Greatest Talents	12,000	13,000
Oct. 3, 4, 6, & 7	Conflict Transformation in the New Reality	10,000	11,000
Nov. 8, 9, 10 & 11	Business Writing Skills: How to Write Effectively	10,000	11,000

*\*Peso equivalent applies to the USD forex on the day of registration*

## FEATURED PROGRAM

Leadership & Management ONLINE PROGRAM

# Motivational Intelligence for Effective Leadership

September 1 & 2, 2022 | via ZOOM

**PROGRAM FEE:**

₱10,000 Early Eagle Rate

₱11,000 Regular Rate

REGISTER NOW! Limited slots only.

Resource Person:

Mr. Clemente Escaño

Certified Reiss Profile® Master  
Managing Consultant, Finmark TMC Pte Ltd., Singapore  
Managing Consultant, C-3 Empowerment Resources Pte Ltd., Singapore