

Ateneo Graduate School of Business Center for Continuing Education

2023 COURSE OFFERINGS

ATENEO - BAP INSTITUTE OF BANKING



ATENEO DE MANILA UNIVERSITY
GRADUATE SCHOOL OF BUSINESS



BANKERS ASSOCIATION
OF THE PHILIPPINES

Early Eagle
Rate

Regular
Rate

July 8, 15, & 22	Fundamentals of Derivatives	15,000	16,500
July 17, 18, 20 & 21	Introduction to Sustainable Finance: Principles and Framework	10,000	11,000
July 29, Aug. 5, & 12	Business of Treasury: Banking Perspective	15,000	16,500

INSTITUTE FOR THE DIGITAL ENTERPRISE

July 22	Introduction to Big Data	5,600	6,600
Aug. 5, 7, 9 & 12	Network and Information Security	10,000	11,000
Aug. 5, 12, & 19	Analytics for Business: Discovering Insights from Data	15,000	16,500
Aug. 7-Sept. 16	Design Thinking: A New Way of Work	15,000	16,500

Diploma Programs

July 6-Dec. 11	18 th Diploma in Corporate Finance	99,750	104,500
Aug. 2-Nov.11	59 th Leadership+Management Development Program	117,000	130,000

Certification Programs

July 17-Aug. 4	104 th Treasury Certificate Program	29,700	
July 12-Aug. 11	47 th Lean Six Sigma Green Belt Certification Program <small>BLENDED LEARNING</small>	56,000	60,000

Leadership & Management

July 24-25	Decision Effectiveness Workshop	10,000	11,000
July 27	Basics of Corporate Governance	5,600	6,600
Aug. 14, 15, 17, & 18	Systems Thinking Basics: Solving Team Problems that Keep Coming Back	11,000	12,000
Aug. 24-25	Motivational Intelligence For Effective Leadership	10,000	11,000
Sept. 26-27	Introduction to Coaching for Performance	5,600	6,600
Oct. 3-6	Storytelling for Business: Getting Your Message Across	11,000	12,000
Oct. 16, 17, 19, & 20	Coaching Remote Teams: Keeping Them Together While Apart	10,000	11,000
Oct. 23-26	The Strengths Advantage: Unlock Your Team's Greatest Potential	12,000	13,000
Nov. 6, 8, 10, 13, 15, & 17	The New Leader's Toolkit: POLC	16,500	18,000
Nov. 13, 14, 20, & 21	Strategic Thinking in a Changing World	10,000	11,000
Nov. 21-24	Appreciative Leadership: Enhancing Employee Engagement	10,000	11,000
Dec. 4, 5, 11, & 12	Leading and Managing Change	10,000	11,000
Jan. 8, 9, 15, & 16, 2024	Leading Strategic Execution	10,000	11,000

Financial Management

July 6 - Aug. 4	Finance 101: Essentials of Financial Management	25,000	28,000
July 17, 19, 20, 24, 26 & 27	Accounting for Management Decision-Making	15,000	16,500
July 18, 19, 25, 26, Aug. 1 & 2	Accounting for Non-Accountants I	16,500	18,000
Aug. 7, 9, 10, 14, 16 & 18	18 th DPCF: Financial Markets and Corporate Finance	16,550	19,550
Aug. 9,10, 16 & 17	Protecting Financial Results from FX and Interest Rate Risk	10,000	11,000
Aug. 22, 23, 24, 29, 30 & 31	18 th DPCF: Company Valuation: Principles, Methods, Applications	15,000	16,800
Sept. 4, 5, 11, 12, 18 & 19	Accounting for Non-Accountants I	16,500	18,000
Sept. 11, 13, 14, 18, 20 & 21	Investment Banking	15,000	16,800
Sept. 25, 26, 28, Oct. 2, 4 & 5	Mergers and Acquisitions	15,000	16,800
Oct. 16, 18, 19, 23, 25, & 26	Project Finance	15,000	16,800
Nov. 20, 21, 22, & 23	Financial Restructuring & Bankruptcy	10,000	12,200

Project Management

Aug. 10, 2023 - Oct. 27	Managing Multiple Projects and Stakeholders 12 th DAPM: Intermediate Module	66,500	72,000
Nov. 9-Feb. 16, 2024	Building a High-Performance Project Organization 12 th DAPM: Advanced Module	59,400	64,000
Aug. 21 – Sept. 15	Program Management	22,000	24,000
Sept. 21-29	Project Stakeholder Satisfaction	14,850	16,000
Sept. 25-Oct. 27	The Accidental Project Manager	28,800	34,900
Oct. 9 – 27	Organizational Project Mgmt Maturity Model (OPM3)	14,850	16,000
Nov. 20 – Dec. 7	Portfolio Management	14,850	16,000
Jan. 8-26, 2024	Setting Up a PMO for Always-On Transformation	14,850	16,000
Jan. 29-Feb. 16	Agile Project Management	14,850	16,000

Marketing Management

Sept. 2-23	Creativity & Ideation	11,000	12,000
Oct. 7-Nov. 18	Brand Innovation Masterclass	24,000	26,000

Quality Management

July 3-4	The Art of Service Recovery	5,000	5,500
Aug. 9-10	Customer First! The Essentials of Customer Service	5,000	5,500
Aug. 15, 16, 22 & 23	The Business Process Improvement Toolbox	10,000	11,000
Aug. 24, 26, 31 & Sept. 2	Lean Six Sigma Yellow Belt Online Training	10,000	11,000
Oct. 3 - 5	Root Cause Analysis: Drilling Down to True Causes to Solve and Prevent Problems	8,250	9,000

Operations-Supply Chain Management

July 17, 18, 24, & 25	Essentials in Managing Inventory	10,000	11,000
Aug. 15, 17, 22 & 24	Forecasting and Demand Management	10,000	11,000
Aug. 24, 25, 31 & Sept. 1	Legal Aspects in Procurement and Contract Management	10,000	11,000
Sept. 12, 13, 19 & 20	Procurement and Sourcing Strategies	10,000	11,000
Sept. 18, 19, 25 & 26	Logistics: The Management of Flow	10,000	11,000
Oct. 23, 24, 30 & 31	Managing the Supply Chain	10,000	11,000

Human Resource Management

Aug. 1-2	OD for Line Leaders	11,000	12,000
Aug. 29-30	Training and Organizational Needs Analysis	10,000	11,000
Sept. 11-12	Effective Work Management	10,000	11,000
Sept. 25-28	Labor Relations for Managers	10,000	11,000
Nov. 9-10	Balanced Scorecard Basics	5,000	5,500
Nov. 13-14	Applied HR for Line Leaders	10,000	11,000
Nov. 28-Dec. 1	Advanced Balanced Scorecard	10,000	11,000

Sales Management

July 26-28	Customer-Centered Selling: Principles and Practice	16,500	18,000
Aug. 1, 3, 5, 8, 10, & 12	Fundamentals of Shopper Marketing & Strategy	15,000	16,500
Aug. 16-18	Key Accounts Management: Strengthening the Core Business Proposal	16,500	18,000
Sept.. 6-8	Distributor Management: Leveling Up the Key Partner	16,500	18,000
Sept. 27-29	Sales Management: The Leader in You	16,500	18,000
October 12-13	Negotiation Skills: Deal or Deadlock	10,000	11,000

Personal Mastery

July 25-28	Business Writing Skills: How to Write Effectively	10,000	11,000
Aug. 7,8,10 & 11	Communicate with Impact: Our key to Moving Forward	10,000	11,000
Sept. 4-7	Technical Writing Skills: Taking Your Written Outputs to the Next Level	10,000	11,000
Sept. 18,19, 21, & 22	Developing Assertiveness for Leaders (The Confidence Advantage)	10,000	11,000

Business Continuity

Aug. 22 & 24	Crisis Management	5,600	6,600
Sept. 12 &14	IT Disaster Recovery Fundamentals	5,600	6,600

Fore more details, contact us at (+63) 939 924 2799,
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