



ATENEO DE MANILA UNIVERSITY
GRADUATE SCHOOL OF BUSINESS
CENTER FOR CONTINUING EDUCATION



2023 Online Course Offerings

Experience
EXCELLENCE

ATENEO - BAP INSTITUTE OF BANKING



ATENEO DE MANILA UNIVERSITY
GRADUATE SCHOOL OF BUSINESS



BANKERS ASSOCIATION
OF THE PHILIPPINES

**Early Eagle
Rate (PHP)**

**Regular
Rate (PHP)**

Feb. 20, 21, 23, & 24	Introduction to Sustainable Finance: Principles and Framework	10,000	11,000
Mar. 18, 25 & Apr. 1	The Business of Treasury: Banking Perspective	15,000	16,500
Apr. 2023	12th Treasury Operations Certificate Program	32,400	35,400
May 6, 9, 11, & 13	Managing Risks from FX and Interest Rate Exposures	10,000	11,000

INSTITUTE FOR THE DIGITAL ENTERPRISE

Feb. 13 - Mar. 24	Design Thinking: A New Way of Work	15,000	16,500
Feb. 20, 24, 27, Mar. 4, 11, & 13	Analytics for Business: Discovering Insights from Data	15,000	16,500
Mar. 11	Introduction to Big Data	5,600	6,600
Mar. 18, 20, 22, & 25	Network and Information Security	10,000	11,000

Certification Programs

Feb. 16 - Mar. 17	46th Lean Six Sigma Green Belt Certification Program (Blended Learning)	56,000	60,000
May 8-25	103rd Treasury Certification Program		29,700

Leadership & Management

		Early Eagle Rate (PHP)	Regular Rate (PHP)
Feb. 17	Basics of Corporate Governance	5,600	6,600
Feb. 27-28	Introduction to Coaching for Performance	5,600	6,600
Feb. 27, 28, Mar. 1 & 2	Storytelling for Business: Getting Your Message Across	11,000	12,000
Mar. 7-10	Appreciative Leadership: Enhancing Employee Engagement	10,000	11,000
Mar. 27, 28, Apr. 3 & 4	Leading and Managing Change	10,000	11,000
Mar. 30-31	Motivational Intelligence For Effective Leadership	10,000	11,000
Mar. 30-31	Decision Effectiveness Workshop	10,000	11,000
Apr. 11, 12, 13, & 14	Coaching Remote Teams: Keeping Them Together While Apart	10,000	11,000
Apr. 24, 25, 27, & 28	Systems Thinking Basics: Solving Team Problems That Keep Coming Back	11,000	12,000
May 2, 3, 8, & 9	Leading Strategic Execution	10,000	11,000

Financial Management

Feb. 13, 15, 16, 20, 22, & 23	Company Valuation: Principles, Methods, and Applications	15,000	16,800
Feb. 27, Mar. 1, 2, 6, 8, & 9	Investment Banking	15,000	16,800
Mar. 13, 15, 16, 20, 22, & 23	Mergers and Acquisitions	15,000	16,800
Apr. 11, 12, 13, 17, 19, & 20	Project Finance	15,000	16,800
Apr. 11, 12, 18, 19, 25, & 26	Accounting for Non-Accountants I	16,500	18,000
Apr. 29, May 6, & 13	Corporate Financial Risk Management	15,000	16,800
May 15, 17, 18 & 22	Financial Restructuring and Bankruptcy	10,000	12,200
May 27	Corporate Finance Business Forum	1,500	1,900

Sales Management

Feb. 22-24	Distributor Management: Levelling up the Key Partner	16,500	18,000
Mar. 21, 23, 25, 28, 30, & Apr. 1	Fundamentals of Shopper Marketing and Strategy	15,000	16,500
Mar. 29-31	Key Accounts Management: Strengthening the Core Business Proposal	16,500	18,000
Apr. 27-28	Negotiation Skills: Deal or Deadlock	10,000	11,000
May 10-12	Sales Management: The Leader in You	16,500	18,000

Marketing Management

		Early Eagle Rate (PHP)	Regular Rate (PHP)
Feb. 28, March 1, 2, & 3	Introduction to Copywriting	11,000	12,000
Feb. 28, Mar 1, 7, & 8	Services Marketing	10,000	11,000
Starting on Mar. 1	DMI Pro: Become a Certified Digital Marketing Professional	62,300	89,000
Mar. 6, 8, 9, & 13	Segmenting, Targeting, Positioning: The Foundation of Strong Brands	10,000	11,000
Mar. 9, 13, 15, & 16	Marketing Communications	10,000	11,000
Mar. 20, 22, 23, & 27	Brand Management	10,000	11,000
Mar. 25 - May 20	Brand Innovation Masterclass	24,000	26,000
Mar. 28, 29, 30, & 31	Marketing and Business Planning for Non-Marketers	10,000	11,000
May 25-26	Connecting the Brand	5,600	6,600

Human Resources Management

Feb. 20-21	Effective Work Management	10,000	11,000
Mar. 20-21	OD for Line Leaders	11,000	12,000
Mar. 21-24	Labor Relations for Managers (Private Sector)	10,000	11,000
Apr. 11-12	Applied HR for Line Leaders	10,000	11,000
Apr. 17-20	Advanced Balanced Scorecard	10,000	11,000

Operations-Supply Chain Management

Feb. 14, 15, 21, & 22	Managing the Supply Chain	10,000	11,000
Mar. 7, 9, 14, & 16	Forecasting and Demand Management	10,000	11,000
Mar. 20, 21, 27, & 28	Essentials in Managing Inventory	10,000	11,000
Apr. 13, 14, 20, & 21	Legal Aspects in Procurement and Contract Management	10,000	11,000
May 16, 17, 23, & 24	Logistics: The Management of Flow	10,000	11,000
May 23, 24, 30, & 31	Procurement and Sourcing Strategies	10,000	11,000

Project Management

		Early Eagle Rate (PHP)	Regular Rate (PHP)
Feb. 20 - Mar. 24	The Accidental Project Manager	28,800	34,900
Apr. 10 - 28	Agile Project Management	14,850	16,000

Quality Management

Mar. 15, 16, 22, & 23	The Business Process Improvement Toolbox	10,000	11,000
Mar. 30-31	Customer First! The Essentials of Customer Service	5,000	5,500
Apr. 11, 13, 18, & 20	Lean Six Sigma Yellow Belt Online Training	10,000	11,000
Apr. 19 & 21	The Art of Service Recovery	5,000	5,500
Apr. 24, 25, & 26	Root Cause Analysis: Drilling Down to True Causes to Solve and Prevent Problems	8,250	9,000

Business Continuity Management

Mar. 14 & 16	Crisis Management	5,600	6,600
Apr. 11 & 13	IT Disaster Recovery Fundamentals	5,600	6,600

Personal Mastery

Mar. 27, 28, 30, & 31	Communicate with Impact: Our Key to Moving Forward	10,000	11,000
Apr. 17, 18, 20 & 21	Developing Assertiveness for Leaders (The Confidence Advantage)	10,000	11,000
Apr. 24-27	The Strengths Advantage: Discover Your Greatest Talents	12,000	13,000
Apr. 25-28	Technical Writing Skills: Taking Your Written Outputs to the Next Level	10,000	11,000
May 16-19	Business Writing Skills: How to Write Effectively	10,000	11,000
May 22, 23, 25 & 26	Conflict Transformation in the New Reality	10,000	11,000

FEATURED PROGRAMS

Leadership and Management **ONLINE PROGRAM**

The Sustainability Imperative: ESG from Concept to Action

March 24, 2023, Friday
9:00 am to 12:00 nn | via ZOOM

PROGRAM FEE: ₱2,500 Early Eagle Rate | ₱3,000 Regular Rate
REGISTER NOW! Limited slots only.

Ateneo Institute of Sustainability Resource Speakers:

-  **Dr. Assunta Cuyegkeng**
-  **Abigail Marie Favis**
-  **Marimar Baticulon**
-  **Dr. Emmanuel Delocado**

For more details, contact Mr. John Rocero (+63) 935 223 6068 | (+63) 2 8830-2040
jrocero@ateneo.edu | sales.cce@ateneo.edu, or visit cce.ateneo.edu

ATENEODE MANILA UNIVERSITY
GRADUATE SCHOOL OF BUSINESS
CENTER FOR CONTINUING EDUCATION

Ateneo Institute of Sustainability

The Sustainability Imperative: ESG from Concept to Action

Philippine business organizations are becoming more aware of sustainability in business, probably as a result of different factors in recent years. Investors are increasingly conscious that environmental, social, and governance (ESG) practices of a company may affect its costs and risks. When the Securities and Exchange Commission announced in December 2018 that they were going to require publicly-listed companies to submit sustainability [read more...](#)

Register now at bit.ly/esg

ECONOMIC BRIEFING

GROWTH UNDER PRICE PRESSURES

Can the Philippine Economy Defy World Trends?

February 17, 2023, Friday
9:00 AM - 11:30 AM | via ZOOM

Resource Speakers:

-  **Cielito F. Habito, PhD**
Former Secretary, NEDA
Senior Fellow, ACERD, Department of Economics
Ateneo de Manila University
-  **V. Bruce J. Tolentino, PhD**
Monetary Board Member
Former DA Undersecretary and
IRRI Deputy Director-General
-  **Alvin P. Ang, PhD**
Senior Fellow, ACERD
Chair, Department of Economics
Ateneo de Manila University

PROGRAM FEE: ₱1,500 Early Eagle Rate | ₱1,900 Regular Rate
REGISTER NOW! Limited slots only.

For more details, contact Ms. Grace Antiporda at
(+63) 956 477 2371 | (+63) 2 8830-2040 | gantiporda@ateneo.edu
sales.cce@ateneo.edu, or visit cce.ateneo.edu

ATENEODE MANILA UNIVERSITY
GRADUATE SCHOOL OF BUSINESS
CENTER FOR CONTINUING EDUCATION

ATENEODE MANILA UNIVERSITY
INSTITUTE FOR ECONOMIC
RESEARCH AND DEVELOPMENT

ATENEODE MANILA UNIVERSITY
EAGLE WATCH

Growth Under Price Pressures: Can the Philippine Economy Defy the World Trends?

Countries all over the world, including the Philippines, are in a cautionary state due to inflationary supply-side pressures. The Philippine government has reopened the economy to spur aggregate demand so that economic growth could outpace debt growth and inflation. This briefing takes a look at the real and financial markets to see whether the Philippines can pull off a delicate balancing act and defy world trends.

Register now at bit.ly/GUPP

Experience
EXCELLENCE



Register Now!

Scan QR code or click this link:
cce.ateneo.edu/register/registration-form

Let's stay Connected!

For more details, contact us at
(+63) 935-223-6068 or at (+63) 2 8830-2040,
sales.cce@ateneo.edu, or visit cce.ateneo.edu