



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

2024

PROGRAM OFFERINGS

Diploma Programs

Date	Program Title	Early Eagle Rate	Regular Rate
Oct. 2, 2024 - March 20, 2025	17th Executive Development Program on Supply Chain Management (Online)	72,250	76,500
Oct. 16, 2024 - April 11, 2025	28th Marketing Diploma Program (Online)	79,900	84,000
Nov. 4, 2024 - April 30, 2025	21st Diploma Program in Corporate Finance	99,750	104,500

Certification

Date	Program Title	Early Eagle Rate	Regular Rate
Nov. 19 – Dec. 10	52nd Lean Six Sigma Green Belt Certification Program (Blended Learning)	56,000	60,000
Feb. 20-May 15, 2025	22nd Lean Six Sigma Black Belt Certification (Blended Learning)	128,000	136,000

Ateneo-BAP Institute of Banking

Date	Program Title	Early Eagle Rate	Regular Rate
Oct. 5, 19, & 26	Fundamentals of Derivatives	16,500	18,000
Nov. 9, 16, & 23	The Business of Treasury: Banking Perspective	16,500	18,000
Dec. 9, 10, 12 & 13	Introduction to Sustainable Finance: Principles and Framework	11,000	12,000
Jan. 14 - 15, 2025	Mitigating FX and Interest Rate Risks for Profit Protection	11,000	12,000

Ateneo Institute for the Digital Enterprise

Date	Program Title	Early Eagle Rate	Regular Rate
Oct. 12, 19, & 26	Analytics for Business: Discovering Insights from Data	16,500	18,000
Nov. 4- Dec. 14	Design Thinking: A New Way of Work	16,500	18,000
Dec. 7, 10, 12 & 14	Network and Information Security	11,000	12,000

Leadership and Management

Date	Program Title	Early Eagle Rate	Regular Rate
Oct. 17 - 18	Introduction to Coaching Performance	5,600	6,600
Oct. 21 - 22	Motivational Intelligence for Effective Leadership	11,000	12,000
Oct. 22 - 25	Systems Thinking Basics: Solving Team Problems that Keep Coming Back	11,000	12,000
Oct. 23	Basics of Corporate Governance	5,600	6,600
Nov. 5, 6, 12 & 13	Decision Effectiveness Workshop	11,000	12,000
Nov. 12, 13, 14 & 15	Storytelling for Business: Getting Your Message Across	11,000	12,000
Dec. 3, 4, 10 & 11	Preparing to Lead: First Step in Transitioning to Management	11,000	12,000
Dec. 10, 11, 13, 16, 18, & 20	The New Leader's Toolkit: POLC	16,500	18,000
Jan. 20 - 23, 2025	Appreciative Leadership: Enhancing Employee Engagement	11,000	12,000
Jan. 20, 21, 27, & 28, 2025	Leading and Managing Change	11,000	12,000
Mar. 17, 18, 24 & 25, 2025	Strategic Thinking in a Changing World	11,000	12,000
May 28, 29, June 4 & 5, 2025	Leading Strategic Execution	11,000	12,000

Operational Excellence

Date	Program Title	Early Eagle Rate	Regular Rate
Oct. 2 - 3	The Art of Service Recovery	5,500	6,000
Oct. 17, 18, 24, & 25	Lean Six Sigma Yellow Belt Online Training	11,000	12,000
Nov. 4	Customer First! The Essentials of Customer Service	5,500	6,000
Nov. 25 - 27	Root Cause Analysis: Drilling Down to True Causes to Solve and Prevent Problems	8,250	9,000
Dec. 5, 6, 12 & 13	The Business Process Improvement Toolbox	11,000	12,000

Supply Chain Management

Date	Program Title	Early Eagle Rate	Regular Rate
Oct. 2, 4, 9, 10, 16 & 17	Integrated Supply Chain Management	16,500	18,000
Oct. 14, 15, 21, & 22	Warehouse Management and Control	11,000	12,000
Oct. 17, 18, 24, & 25	Legal Aspects in Procurement and Contract Management	11,000	12,000
Oct. 22, 23, 29, 30	Forecasting and Demand Management	11,000	12,000
Oct. 23, 24, 29, 30, Nov. 6 & 7	Demand and Supply Management	16,500	18,000
Nov. 18, 19, 25 & 26	Managing the Supply Chain	11,000	12,000
Nov. 28, 29, Dec. 5 & 6	Essentials in Managing Inventory	11,000	12,000
Dec. 2, 4, 9 & 11	Forecasting and Demand Management	11,000	12,000
Feb. 12, 13, 19, 20, 26 & 27, 2025	Strategic Purchasing	16,500	18,000
Mar. 5, 6, 12, 13, 19 & 20, 2025	Customer Service and Logistics Operation	16,500	18,000

Business Continuity Management

Date	Program Title	Early Eagle Rate	Regular Rate
Oct. 8 & 10	IT Disaster Recovery Fundamentals	5,600	6,600
Jan. 28 & 30, 2025	Crisis Management	5,600	6,600

Sales Management

Date	Program Title	Early Eagle Rate	Regular Rate
Oct. 9, 10, & 11	Distributor Management: Levelling up the Key Partner	16,500	18,000
Oct. 23, 24, & 25	Key Accounts Management: Strengthening The Core Business Proposal	16,500	18,000
Nov 7 - 8	Negotiation Skills: Deal or Deadlock	11,000	12,000
Dec. 4 - 6	Sales Management: The Leader in You	16,500	18,000

Financial Management

Date	Program Title	Early Eagle Rate	Regular Rate
Oct.7,9,10,14,16,&17	Mergers and Acquisitions	15,000	16,800
Oct.7,8,14,15,21,&22	Accounting for Non-Accountants I	16,500	18,000
Oct. 14, 15, 16, 21, 22, & 23	Accounting for Management Decision-Making	16,500	18,000
Oct. 21, 23, 24, Nov. 4, 6, & 7	Corporate Financial Risk Management	15,000	16,800
Nov. 4, 5, 6, 11, 12, 13, & 18	Finance 101: Essentials of Financial Management	25,000	28,000
Nov. 11, 13, 18, & 20	Financial Restructuring and Bankruptcy	10,000	12,200
Nov. 25, 26, Dec. 5, 6, 9 & 10	Financial Markets and Corporate Finance	16,550	19,550
Jan. 13, 15, 16, 20, 22 & 23, 2025	Company Valuation: Principles, Methods, and Applications	15,000	16,800
Jan. 27, 28, 30, Feb. 4, 5 & 6, 2025	Project Finance	15,000	16,800

Project Management

Date	Program Title	Early Eagle Rate	Regular Rate
Oct. 7 - 25	Organizational Project Management Maturity Model (OPM3)	14,850	16,000
Nov. 18 - Dec 6	Portfolio Management	14,850	16,000
Nov. 7, 2024 - Feb. 14, 2025	Building a High-Performance Project Organization	59,400	64,000
Jan. 6 - 24, 2025	Setting up a PMO for "Always-On Transformation"	14,850	16,000
Jan. 27 - Feb. 14, 2025	Agile Project Management	14,850	16,000

Marketing Management

Date	Program Title	Early Eagle Rate	Regular Rate
Oct. 3, 4, 10, & 11	Marketing and Business Planning for Non-Marketers	11,000	12,000
Oct. 16 - Nov. 18	28th Marketing Diploma Program: Introductory Module	27,500	30,000
Oct. 21, 22, 23 & Nov. 4	Marketing Research	10,000	11,000
Nov. 6, 7, 11 & 13	Segmenting, Targeting and Positioning: The Foundation of Strong Brands	10,000	11,000
Nov. 12, 14, 19 & 21	Introduction to Copywriting	11,000	12,000
Nov. 20, 2024 - Jan. 23, 2025	28th Marketing Diploma Program: Intermediate Module	36,700	40,000
Dec. 6, 7, 13 & 14	Creativity & Ideation	11,000	12,000
Dec. 9 & 10	Connecting the Brand	5,600	6,600
Jan. 27, 2025 - April 11, 2025	28th Marketing Diploma Program: Integrating Module	32,000	35,000

Human Resources Management

Date	Program Title	Early Eagle Rate	Regular Rate
Nov. 11, 12, 13, & 14	Advanced Balanced Scorecard	11,000	12,000
Mar. 3 - 4, 2025	Balanced Scorecard Basics	5,500	6,000

Personal Mastery

Date	Program Title	Early Eagle Rate	Regular Rate
Oct. 15 - 18	Technical Writing Skills: Taking Your Written Output to the Next Level	11,000	12,000
Nov. 18, 19, 21 & 22	Developing Assertiveness for Leaders (The Confidence Advantage)	11,000	12,000
Nov. 26- 29	Business Writing Skills: How to Write Effectively	11,000	12,000
Dec. 2, 3, 5 & 6	Communicate with Impact (The Credibility Advantage)	11,000	12,000

FEATURED PROGRAMS


ATENEO DE MANILA UNIVERSITY
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Human Resource Management Program

28th Marketing Diploma Program

October 16, 2024 - April 11, 2025



Clemente B. Colayco

Program Director
Marketing Diploma Program

PROGRAM FEE:

₱79,900 *Early Eagle Rate*
₱84,000 *Regular Rate*

**SCAN QR CODE
TO REGISTER!**

Limited slots only.



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ACCREDITED BY:



Operational Excellence Program

52nd Lean Six Sigma Green Belt Certification Program

November 19 – December 10, 2024



Bim M. Mercado

Certified Six Sigma Master Black Belt and Lean Practitioner
Program Director, Six Sigma Certification Programs, AGSB-CCE

Onsite venue: Ateneo de Manila University-Salcedo Campus
Ateneo Professional Schools Building,
130 HV Dela Costa Street, Salcedo Village, Makati

PROGRAM FEE:

₱56,000 *Early Eagle Rate*
₱60,000 *Regular Rate*

**SCAN QR CODE
TO REGISTER!**

Limited slots only.



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Experience
EXCELLENCE

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