

CHARLES & GOLD CONSULTING - 2016 TRAINING TIME TABLE								
	Course	Course type	No of days	Investment fee	Training Schedule			
Professional Courses	Project Management	Project Management for managers (Master Class).	5	85,000.00	Apr. Mon 4 - Fri 8.	July Mon 18 - Fri 22	Nov. Mon 7 - Fri 11	
		Project Management Professional (PMP) exam / CAPM.	4	75,000.00	Feb. Sat 6&13 , Sun 7&14.	May Mon 23 - Fri 20	Aug. Sat 6&7, Sun 7&14.	Nov. Sat 5&12, Sun 6&13.
		Diploma in Project management for beginners	4	65,000.00	July Wed 6 - Fri 8.			
	Business Analysis	Certified Business Analysis Professional (CBAP) exam	3	75,000.00	Mar. Sat 12, 13 & 19.	June Wed 8 - Fri 10	Aug. Wed 24 - Fri 26.	Oct. Sat 15 & 22, Sun 16.
		Business Analysis skills, tools and techniques for busines managers	3	100,000.00	Feb Wed 17 - Fri 19.			
	Risk Management	Risk Management Professional (PMI-RMP) EXAM	3	65,000.00	Mar Sat 12, 13 & Sun 19	May Mon 16 - Wed 18.	Aug. Wed 24 - Fri 26	Nov. Sat 3,10 & Sun 4
Project Risk Management for project managers		4	85,000.00	Apr. Wed 6 - Fri 8.				
International Certificate in Banking Risk & Regulation.		4	65,000.00	April Mon 18 - Thur 22				
Sales & Marketing	Sales Management Training	Becoming a sales super star	3	75,000.00	Feb Wed 17 - Fri 19.	Nov. Mon 7 - Wed 9		
		Designing a sales plan	3	75,000.00	Apr. Mon 18 - 20			
		Designing a sales plan, funnel and culture.	4	100,000.00	May Tue 24 - Fri 27	Sept. Mon 5 - Wed 7.	Nov. Mon 14 - 17.	
		Developing a sales culture	3	85,000.00	May Wed 11 - Fri 13.	Aug. Wed 17 - Fri 19.	Oct. Mon 17 - Wed 19.	
		Developing a sales funnel for your organisation.	3	75,000.00	Mar. Wed. 16 - Fri 18.	June Wed 22 - Fri 24.		
		Sales closing techniques	3	75,000.00	Jan. Mon 18 - Wed 20			
		Sales fundamentals	3	75,000.00	Aug Mon 22 - Wed 24			
		Effective sales strategies.	3	75,000.00	June Wed 8 - Fri 10.			
	Marketing Courses	How to handle sales objections and closing techniques	4	85,000.00	Mar. Mon 28 - 30.	July Mon 11 - Thur 14.	Aug. Mon 22 - Wed 24	
		How to identify and grow your customer base	3	75,000.00	Apr. Wed 27 - Fri 29.	Aug. Wed 3 - Fri 5		
		Customer & Market development strategies	4	85,000.00	Feb. Mon 1 - Thur 4	May Tue 24 - Fri. 27	Sept. Mon 26 - Thur 29.	
		Professional selling for marketers	3	75,000.00	May Wed 18 - Fri 20.			
	Pricing Courses	Lead generation techniques	3	75,000.00	Jan. Wed 27 - Fri 29.	Apr Mon 18 - Wed 20.		
		Social media Marketing	3	75,000.00	Jul Wed 27 - Fri 29.	Aug. Wed 3 - Fri 5.		
		Principles and techniques of pricing	3	75,000.00	May Wed 19 - Fri 20.			
		Using pricing as a competitive tool to optimise profit	3	75,000.00	Aug. Mon 15 - Wed 17.			
Business Development Courses	Negotiation Courses	Value based pricing	3	75,000.00	Nov. Mon 21 - 23			
		Negotiation fundamental	3	75,000.00	June Mon. 1 - Wed. 3			
	Business Development Courses	Value driven negotiation	3	75,000.00	Sept. Mon 19 - 21.			
		Communication fundamentals	3	65,000.00	Apr. Mon 18 - Wed 20.			
		Handling difficult customer (anger management)	3	65,000.00	Nov. Wed 9 - Fri 11.	Aug. Wed 17 - Fri. 19.		
	Customer Service Courses	Managing complex teams	3	65,000.00	Oct Mon 17 - Wed 19.			
		New product development strategies	3	65,000.00	Nov. Mon 7 - Wed 9			
		Customer service fundamentals	3	65,000.00	June Wed 8 - Fri 10.	Oct. Wed 12 - Fri 14.		
		Customer Service training for Service Organisations	4	75,000.00	April Mon 11 - Thur 14.	August Mon 22 - Thur 25.	Nov. Mon 14 - Thur 17.	
		Evaluating your Product or Business idea	3	65,000.00	July Mon 11 - Wed 13.			
Product Development Courses	How to build and design a business plan / model that spins money	3	75,000.00	Mar. Wed 16 - 18.				
	Innovation - Types, Dimensions and application.	3	65,000.00	Sept. Mon 12 - Wed 14.				
	Understanding innovation and creativity	3	65,000.00	June Mon 20 - Wed 22				
	Understanding value proposition	3	65,000.00	Aug. Mon 8 - 10.				
Microsoft Suite & Finance Courses.	Microsoft Excel Courses	Microsoft excel training (Begginers)	3	65,000.00	Mar. Tue 1 - Thur 3	May Sat 7, Sun 8 & Sat 14	July Sat 2, Sun 3 & Sat 9	
		Microsoft excel training (intermediate)	3	65,000.00	Jan. Mon 25 - Wed 27	June Wed 1 - Fri 3	Oct. Wed 5 - Fri 7.	
		Microsoft excel training (Advance)	3	65,000.00	Sept. Mon 19 - Wed 21			
	Finance courses	Financial Acumen for managers	3	75,000.00	June Wed 15 - Fri 17.			
Understanding financial statement		3	75,000.00	Sept. Wed 28 - Fri 30.				
Agricultural Related Courses	Agriculture Courses	Agricultural finance and entrepreneurship ccertificate.	4	100,000.00	May Mon 23 - Fri 27			
		Agricultural Project monitoring & control.	4	100,000.00	July Mon 18 - Fri 22.			
		Agricultural risk analysis and control.	4	100,000.00	Nov. Mon 21 - Fri 25			
		Financing Agricultural value chain.	4	100,000.00	Feb. Mon 22 - Fri 26			
Master Classes	Master Classes	Entrepreneurship Fundamentals	4	80,000.00	Apr. Mon 25- Fri 29	Aug. Mon 22 - Fri 26		
		Graduate Business School	5	80,000.00	May Mon 23 - Fri 27	Sept. Sat 10, 17 & Sun 11, 18		
		Masters in Sales management	5	100,000.00	Apr. Mon 18 - Fri 22	Aug. Mon 15 - Fri 19.		
		Masters in Small Business Administration	5	120,000.00	Feb. Sat 6, 12 & Sun 19, 26.	June Mon 20 - 26.		