



# ANSOFFS CONSULTING 2019 OPEN TRAINING CALENDAR

COURSE	Venue	FEES (KES)	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
<b>SALES AND MARKETING MANAGEMENT:</b> <b>Quality Connections – Ready – Set – Grow</b>	Nairobi	40,000.00+ VAT			3 <sup>rd</sup> - 5 <sup>th</sup>								
	Naivasha	40,000.00+ VAT						7 <sup>th</sup> -9 <sup>th</sup>					
	Mombasa	40,000.00+ VAT				8 <sup>th</sup> - 10 <sup>th</sup>							
<b>CONFLICT RESOLUTION IN THE EXTRACTIVE AND ENERGY SECTOR:</b> <b>Towards a Conflict Sensitive Energy Sector</b>	Mombasa	Kenyan Citizens USD: 950.00 + VAT; Non-Kenyans: USD: 1,050.00 + VAT		26 <sup>th</sup> -29 <sup>th</sup>									
	Nanyuki										8 <sup>th</sup> -11 <sup>th</sup>		
<b>FINANCNE FOR NON FINANCE: Building Financial acumen</b>	Naivasha	35,000.00+ VAT	13 <sup>th</sup> - 15 <sup>th</sup>										
	Nakuru	35,000.00+ VAT			17 <sup>th</sup> -19 <sup>th</sup>								
	Eldoret	35,000.00+ VAT					12 <sup>th</sup> -14 <sup>th</sup>						
	Nairobi	35,000.00+ VAT						24 <sup>th</sup> -26 <sup>th</sup>					
	Kisumu	35,000.00+ VAT									15 <sup>th</sup> -17 <sup>th</sup>		
<b>ENTERPRISE RISK MANAGEMENT:</b> <b>Business = Risk</b>	Kisumu	60,000.00+ VAT	6 <sup>th</sup> - 8 <sup>th</sup>										
	Naivasha	60,000.00+ VAT		5 <sup>th</sup> - 7 <sup>th</sup>									
	Nakuru	60,000.00+ VAT				28 <sup>th</sup> - 30 <sup>th</sup>							
	Eldoret	60,000.00+ VAT					18 <sup>th</sup> - 20 <sup>th</sup>						
	Nairobi	60,000.00+ VAT									24 <sup>rd</sup> - 25 <sup>th</sup>		
	Mombasa	35,000.00+ VAT											3 <sup>rd</sup> -5 <sup>th</sup>
<b>CHANGE MANAGEMENT for top</b>	Mombasa	Kenyan Citizens USD: 950.00 + VAT;				15 <sup>th</sup> -17 <sup>th</sup>							



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<b>management teams:</b> <b>Moving with the times</b>	Tanzania	Non-Kenyans: USD: 1,050.00 + VAT							18 <sup>th</sup> - 20 <sup>th</sup>			
<b>CUSTOMER SERVICE SKILLS:</b> Customization of mass-Individualized customer experience	Nairobi	35,000.00+ VAT		20 <sup>th</sup> -22 <sup>nd</sup>								
	Eldoret	35,000.00+ VAT				5 <sup>th</sup> -7 <sup>th</sup>						
	Kisumu	35,000.00+ VAT					17 <sup>th</sup> - 19 <sup>th</sup>					
	Kisumu	50,000.00+ VAT					3 <sup>rd</sup> - 5 <sup>th</sup>					
	Naivasha	50,000.00+ VAT							25 <sup>th</sup> - 27 <sup>th</sup>			
<b>ELECTRONICS RECORDS MANAGEMENT SKILLS:</b> <b>Back to the future – The basics with Information technology</b>	Kisumu	35,000.00+ VAT		13 <sup>th</sup> – 15 <sup>th</sup>								
	Nakuru	35,000.00+ VAT				10 <sup>th</sup> - 12 <sup>th</sup>						
	Nairobi	35,000.00+ VAT						4 <sup>th</sup> -6 <sup>th</sup>				
<b>HUMAN RESOURCE TRAINING FOR NON-HUMAN RESOURCE MANAGERS:</b> Millennials need another APPROACH-How to engage them	Nairobi	45,000.00+ VAT	1 <sup>st</sup> -3 <sup>rd</sup>									
Ghost buster – Get rid of your inner ghosts and be the leader you were destined to be	Kigali Rwanda	Kshs 45,000 + VAT					9 <sup>th</sup> - 12 <sup>th</sup>					
The big ELEPHANT in the room - How Transparent should management be?	Mombas a										12 <sup>th</sup> - 15 <sup>th</sup>	



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<b>PROCUREMENT TRAINING: Know, evaluate and maintain your supplier – public procurement, supply chain and contracts management</b>	Kisumu	40,000.00+VAT		19 <sup>th</sup> -21 <sup>st</sup>								
<b>Win-Win outcome in negotiations – Negotiations skills workshop</b>	Nakuru	40,000.00+VAT			17 <sup>th</sup> -19 <sup>th</sup>							
<b>Emerging trends in the procurement world – Procurement training</b>	Eldoret	40,000.00+VAT				4 <sup>th</sup> -6 <sup>th</sup>						
<b>Embracing ethical procedures – Fraud prevention</b>	Mombasa	40,000.00+VAT					23 <sup>rd</sup> - 25 <sup>th</sup>					
<b>Get organised - Inventory and Warehouse Management</b>	Nairobi	40,000.00+VAT							10 <sup>th</sup> - 12 <sup>th</sup>			
<b>CORPORATE GOVERNANCE: Toward the future in Corporate Governance – Technology shifts governance style</b>	Naivasha	Kenyan Citizens USD: 950.00 + VAT; Non-Kenyans: USD: 1,050.00 + VAT									20 <sup>th</sup> - 22 <sup>nd</sup>	
<b>Competitive boards - Conflict and Conflict Resolution Management in the Board room</b>	Nanyuki	Kenyan Citizens USD: 950.00 + VAT; Non-Kenyans: USD: 1,050.00 + VAT								1 <sup>st</sup> – 4 <sup>th</sup>		

