



.....Partnership that works

# 2019 TRAINING CALENDAR



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## **2019 TRAINING CALENDAR**

Training and Development is the framework for helping employees to develop their personal and organizational skills, knowledge, and abilities. The focus of all aspects of Human Resource Development is on developing the most superior workforce so that the organization and individual employees can accomplish their work goals in service to customers. All employees want to be valuable and remain competitive in the labour market at all times, because they make some demand for employees in the labour market. This can only be achieved through employee training and development.

As more employers recognize the important link between soft skills and career success, greater emphasis is being placed on the development of non-technical skills in the workplace – skills such as flexibility, leadership and good communication. Please see attached calendar and be assured of our high level of quality and excellent delivery in all our trainings.

**Lorache Consulting** operates as a Business Process, Strategy, and Human capital Development firm. The firm is piloted by team of experienced, exceptional management strategist and professionals with robust faculty of erudite facilitators who are distinguished and seasoned professionals in their various fields of specialisation.

# LORACHE TRAINING CALENDAR FOR 2019

1 LEADERSHIP & MANAGEMENT DEVELOPMENT															
S/N	COURSES	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	Dec	DURATION (DAYS)	FEE (N)
	Supervisory Management and Leadership			27-28						24-25	16-17			2 Days	65,000
	Developing Managerial Competence and Capacity					21-22			21-22			13-14		2 Days	65,000
	Enhancements Of New Managers Performance				18-19								4-5	2 Days	45,000
	Office Ethics And Relationship Management		7							4				1 Day	30,000
	Delegation And Follow Up Strategies								7-8					2 Days	35,000
2 SALES AND MARKETING															
	COURSES	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	Dec	DURATION (DAYS)	FEE (NAIRA)
	Developing Effective Selling skills	30					5				3	20		1 Day	30,000
	Customer Relationship Management /Retention					2-3						20		2 Days	45,000
	Winning And Retaining Customer				26						24	21		1 Day	40,000
	Handling Objection, Rejection & Barriers In Sales							10 - 11				21-22		2 Days	80,000
	Effective Negotiation skills			26							16	22		1 Day	50,000
	Branding and Positioning									17-18	17-19			3 Days	75,000
	Customer Service Management		27 - 28				12 - 13							2 Days	75,000
	Customer Experience Management				10 - 11								3-4	2 Days	75,000
	Customer Acquisition & Retention				17-16									1 Day	50,000

<b>Sales Promotion: Strategy and Execution</b>					16			1					1 Day	50,000
<b>Social Media Marketing</b>		21			22								1 Day	65,000
<b>Sales Strategies for OTC</b>							19-20						2 Days	65,000
<b>Strategic Marketing Management</b>								11 - 12					2 Days	75,000
<b>Effective Product Management</b>				11-12							13-14		2 Days	60,000
<b>Integrated Marketing Communication Strategies</b>							14-15						2 Days	55,000
<b>Sales Territory Planning and Management</b>									3 - 4		29 - 30		2 Days	55,000
<b>Fundamentals of Marketing Research</b>				21 - 22				23-24					2 Days	75,000
<b>Developing Super Sales Executives</b>	30-31				22-23						9-10		2 Days	75,000
<b>Transformational Leadership and Team Building</b>					9-10								2 Days	75,000
<b>Customer Relationship Management</b>		7-8						27-28			2 - 3		2 Days	75,000
<b>Building Brand Equity</b>					15-16								2 Days	75,000
<b>Credit Sales Management: Credit Marketing</b>				20				18					1 Day	65,000
<b>Marketing of Services for Pharmaceutical</b>				13			14						1 Day	50,000
<b>Sales Territory Planning and Management</b>					5			8			10		1 Day	50,000
<b>Competitors' Intelligence &amp; Consumer Insight</b>					18			28					1 Day	50,000
<b>Marketing for Non Marketing Executives</b>		12						16					1 Day	50,000
<b>Effective Executive Presentation</b>								21				10	1 Day	50,000
<b>Strategic Sales &amp; Customer Management</b>								28					1 Day	50,000
<b>Managing Key Accounts: Planning &amp;</b>		13			24								1 Day	50,000

	<b>Strategy</b>																
	<b>Excellent Customer Service</b>	24-25								25-26	23 - 24				2 Days	75,000	
	<b>Competitors' Intelligence &amp; Consumer Insight</b>						20-21								2 Days	70,000	
	<b>Logistics and Supply Chain Management</b>										24 - 25				2 Days	80,000	
	<b>Direct Marketing</b>										17-18				2 Days	80,000	
<b>3</b>	<b>PERSONAL DEVELOPMENT</b>																
	<b>COURSES</b>	<b>JANUARY</b>	<b>FEBRUARY</b>	<b>MARCH</b>	<b>APRIL</b>	<b>MAY</b>	<b>JUNE</b>	<b>JULY</b>	<b>AUG</b>	<b>SEPT</b>	<b>OCT</b>	<b>NOV</b>	<b>Dec</b>	<b>DURATION (DAYS)</b>	<b>FEE (NAIR A)</b>		
	<b>Personal Productivity</b>				24-25						11-12			2 Days	80,000		
	<b>Entrepreneurial Development skills</b>		11-12								21-22			2 Days	80,000		
	<b>Time and Life Management for Effectiveness</b>										11			1 Day	50,000		
	<b>Job Effectiveness And Efficiency</b>					29						9		1 Day	50,000		
<b>4</b>	<b>OPERATIONS &amp; LOGISTICS</b>																
	<b>COURSES</b>	<b>JANUARY</b>	<b>FEBRUARY</b>	<b>MARCH</b>	<b>APRIL</b>	<b>MAY</b>	<b>JUNE</b>	<b>JULY</b>	<b>AUG</b>	<b>SEPT</b>	<b>OCT</b>	<b>Nov</b>	<b>Dec</b>	<b>DURATION (DAYS)</b>	<b>FEE (NAIR A)</b>		
	<b>Warehouse Operations Management</b>				17-18				14-15					2 Days	80,000		
	<b>Equipment leasing course</b>						13-14							2 Days	70,000		
	<b>Inventory and stock keeping Management</b>							26						1 Day	50,000		
	<b>Channel and Supply Chain Management</b>										17-18			2 Days	75,000		
<b>5</b>	<b>CORPORATE FINANCE FUNDAMENTALS</b>																
	<b>COURSES</b>	<b>JANUARY</b>	<b>FEBRUARY</b>	<b>MARCH</b>	<b>APRIL</b>	<b>MAY</b>	<b>JUNE</b>	<b>JULY</b>	<b>AUG</b>	<b>SEPT</b>	<b>OCT</b>	<b>Nov</b>	<b>Dec</b>	<b>DURATION (DAYS)</b>	<b>FEE (NAIR A)</b>		
	<b>Analysis of Financial Statements and</b>				17-18				14-15					2 Days	80,000		

	<b>Performance</b>															
	<b>Budgeting and Forecasting in Finance and Treasury Management</b>						13-14		29 - 30					2 Days	70,000	
	<b>Capital Budgeting and Investment</b>					15		27						1 Day	50,000	
	<b>Cashflow Management Techniques</b>					15			9					1 Day	50,000	
	<b>Introduction to Corporate Finance</b>			29										1 Day	50,000	
	<b>Business Valuation Principles</b>				26				6					1 Day	50,000	
	<b>Appraisals Capital Structure and Value Maximisation</b>			13-14							14-15			2 Days	75,000	
<b>6</b>	<b>FINANCIAL REPORTING AND ACCOUNTING</b>															
	<b>COURSES</b>	<b>JANUARY</b>	<b>FEBRUARY</b>	<b>MARCH</b>	<b>APRIL</b>	<b>MAY</b>	<b>JUNE</b>	<b>JULY</b>	<b>AUG</b>	<b>SEPT</b>	<b>OCT</b>	<b>Nov</b>	<b>Dec</b>	<b>DURATION (DAYS)</b>	<b>FEE (NAIRA)</b>	
	<b>New Lease Accounting Under IFRS 16</b>				17-18				14-15					2 Days	80,000	
	<b>Income Tax Accounting under IAS 12</b>						13-14				9 - 10			2 Days	70,000	
	<b>Accounting for Properties, Plants and Equipment Revenue</b>					10		26						1 Day	50,000	
	<b>Accounting under IAS 18</b>					10		27						1 Day	50,000	
	<b>Accounting for Employee Benefits and Compensation</b>					9		26						1 Day	50,000	
	<b>Financial Assets Accounting under IFRS 9</b>					15			2					1 Day	50,000	
	<b>Accounting for Business Combination and Restructuring</b>			13-14							17-18			2 Days	75,000	
<b>7</b>	<b>GENERAL TAX COURSE</b>															
	<b>COURSES</b>	<b>JANUARY</b>	<b>FEBRUARY</b>	<b>MARCH</b>	<b>APRIL</b>	<b>MAY</b>	<b>JUNE</b>	<b>JULY</b>	<b>AUG</b>	<b>SEPT</b>	<b>OCT</b>	<b>Nov</b>	<b>Dec</b>	<b>DURATION (DAYS)</b>	<b>FEE (NAIRA)</b>	
	<b>Transaction Taxes (VAT and WHT) Management: The Practical Perspective</b>				17-18				14-15					2 Days	80,000	
	<b>Financial Instruments Accounting:</b>						13-14							2 Days	70,000	

	<b>Simplifying IFRS 9's Principles</b>															
	<b>Taxation of Expatriates and Non-resident Companies</b>						6	25							1 Day	50,000
	<b>Income Tax Accounting: Navigating the Complexities</b>						5				4				2 Days	100,00
	<b>Transfer Pricing Risk Management: The New Era of BEPS</b>						29								1 Day	50,000
	<b>IFRS 15 Revenue Accounting: Practical Applications</b>						29								1 Days	50,000
8	<b>HEALTH, ENVIRONMENT AND SAFETY DEPARTMENT</b>															
	<b>COURSES</b>	<b>JANUARY</b>	<b>FEBRUARY</b>	<b>MARCH</b>	<b>APRIL</b>	<b>MAY</b>	<b>JUNE</b>	<b>JULY</b>	<b>AUG</b>	<b>SEPT</b>	<b>OCT</b>	<b>Nov</b>	<b>Dec</b>	<b>DURATION (DAYS)</b>	<b>FEE (NAIRA)</b>	
	<b>Occupational Safety &amp; Hazard precautions</b>				17-18				14-15					2 Days	80,000	
	<b>Health &amp; Stress Management</b>						13-14							2 Days	70,000	
	<b>Work-Life Balance &amp; Eating habits</b>							27						1 Day	50,000	

**CLASS SIZE:** For Effectiveness the Average Class size should be between 15 and 20

**TRAINING LOCATION:** Training Location will be communicated before the training dates.

**COST PER PARTICIPANT PER COURSE:** Covers Training Materials, Breakfast & Lunch & Certificates.