



.....Partnership that works

2018 TRAINING CALENDAR



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LORACHE TRAINING CALENDAR FOR 2018

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			29-30						26-27	16-17			2 Days	65,000
	Developing Managerial Competence and Capacity					23-24			21-22			13-14		2 Days	65,000
	Enhancements Of New Managers Performance				18-19									2 Days	45,000
	Office Ethics And Relationship Management		8							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					7				4	20		1 Day	30,000
	Customer Relationship Management /Retention					23-24						20		2 Days	45,000
	Winning And Retaining Customer				26						25	21		1 Day	40,000
	Handling Objection, Rejection & Barriers In Sales							10 - 11				21-22		2 Days	80,000
	Effective Negotiation skills			28							16	22		1 Day	50,000
	Branding and Positioning									19-21	17-19			3 Days	75,000
	Customer Service Management		27 - 28				12 - 13							2 Days	75,000
	Customer Experience Management				10 - 11									2 Days	75,000



	Customer Acquisition & Retention				17-16								1 Day	50,000
	Sales Promotion: Strategy and Execution				16			1					1 Day	50,000
	Social Media Marketing		21		22								1 Day	65,000
	Sales Strategies for OTC						19-20						2 Days	65,000
	Strategic Marketing Management							11 - 12					2 Days	75,000
	Effective Product Management				11-12						13-14		2 Days	60,000
	Integrated Marketing Communication Strategies						13-15						2 Days	55,000
	Sales Territory Planning and Management								4 - 6		30 - 31		2 Days	55,000
	Fundamentals of Marketing Research			21 - 22				21-22					2 Days	75,000
	Developing Super Sales Executives	30-31				22-23					9-11		2 Days	75,000
	Transformational Leadership and Team Building					9-10							2 Days	75,000
	Customer Relationship Management		7-8						27-30		2 - 5		2 Days	75,000
	Building Brand Equity					15-16							2 Days	75,000
	Credit Sales Management: Credit Marketing			20				18					1 Day	65,000
	Marketing of Services for Pharmaceutical			13			13						1 Day	50,000
	Sales Territory Planning and Management				5			8			10		1 Day	50,000
	Competitors' Intelligence & Consumer Insight				18			28					1 Day	50,000
	Marketing for Non Marketing Executives		12					16					1 Day	50,000
	Effective Executive Presentation							21					1 Day	50,000
	Strategic Sales & Customer Management							28					1 Day	50,000

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

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

	Financial Instruments Accounting: Simplifying IFRS 9's Principles						13-14							2 Days	70,000
	Taxation of Expatriates and Non-resident Companies						6	27						1 Day	50,000
	Income Tax Accounting: Navigating the Complexities						5			4				2 Days	100,00
	Transfer Pricing Risk Management: The New Era of BEPS					29								1 Day	50,000
	IFRS 15 Revenue Accounting: Practical Applications					29								1 Days	50,000
8	HEALTH, ENVIRONMENT AND SAFETY DEPARTMENT														
	COURSES	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUG	SEPT	OCT	Nov	Dec	DURATION (DAYS)	FEE (NAIRA)
	Occupational Safety & Hazard precautions				17-18				14-15					2 Days	80,000
	Health & Stress Management						13-14							2 Days	70,000
	Work-Life Balance & Eating habits							27						1 Day	50,000
	Risk Assessment & Projections				19					27				1 Day	50,000
	Security Precautions & Controls				19					27				1 Day	50,000
	IFRS 15 Revenue Accounting: Practical Applications					2		31						1 Day	50,000
	Appraisals Capital Structure and Value Maximization			13-14							17-18			2 Days	75,000

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

TRAINING LOCATION: Training Location at your discretion may be at your office, or a venue within Lagos or Abuja.

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

We expect to hear from you soon, commissioning us to deliver all or any of the courses denoted above.