

# **PUBLIC COURSES**

**UPCOMING PROGRAMMES**

**2016**



H. PIERSON

*Risk Management  
People Management  
Strategy*

# H. PIERSON 2016 OPEN COURSES

| COURSE TITLE  | Mar | April | May | June  | July  | Aug | Sept  | Oct   | Nov   |
|---|-----|-------|-----|-------|-------|-----|-------|-------|-------|
| <b>PUBLIC SECTOR COURSES</b>  |     |       |     |       |       |     |       |       |       |
| Professional Ethics In The Public Sector  |     | 19-21 |     |       |       |     |       |       |       |
| Transforming Public Sector Service Delivery   |     |       |     | 7-9   |       |     |       |       |       |
| Public Service & Social Justice   |     |       |     |       | 19-21 |     |       |       |       |
| Building the 21 <sup>st</sup> Century Public Service Organization for Sustainable National Development  |     |       | 3-5 |       |       |     |       |       |       |
| Understanding MDA Medium-Term Sector Strategy (MTSS) & Medium-Term Revenue Framework (MTRF) Development |     |       |     | 7-9   |       |     |       |       |       |
| Achieving MDA Goals Through Effective Monitoring And Evaluation   |     |       |     | 27-29 |       |     |       |       |       |
| Citizen Service: Customer Service & Communication Skills for Government Employees                       |     |       |     |       | 12-14 |     |       |       |       |
| Cost-Effective Public Service Management  |     |       |     |       |       |     |       | 25-27 |       |
| Implementing a Medium Term Sector Strategy (MTSS) & Medium Term Budgetary Framework (MTBF)              |     |       |     |       |       |     | 6-8   |       |       |
| <b>RISK MANAGEMENT COURSES</b>  |     |       |     |       |       |     |       |       |       |
| Environmental Sustainability  |     |       |     |       |       |     | 6-8   |       |       |
| Understanding Enterprise-Wide Risk Management   |     |       |     | 21-23 |       |     |       |       | 8-10  |
| Peculiarities of Energy Sector Enterprise-wide Risks  |     |       |     | 14-16 |       |     |       |       |       |
| Insurance Sector Enterprise-wide Risk Management & Risk Supervisory Compliance                          |     |       |     |       |       |     |       | 25-27 |       |
| Implementing Basel II & III   |     |       |     |       |       |     |       |       | 15-17 |
| Risk-Based Internal Audit   |     |       |     |       |       |     |       | 4-6   |       |
| Effective Firm-wide Risk Profiling & Assessment   |     |       |     |       |       |     | 20-22 |       |       |
| Understanding Model Risk & Model Validation   |     |       |     |       | 19-22 |     |       |       |       |
| <b>LEADERSHIP &amp; MANAGEMENT COURSES</b>  |     |       |     |       |       |     |       |       |       |
| Successful Strategy implementation in a volatile horizon  |     |       |     | 7-9   |       |     |       |       |       |

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| Post-Retirement Planning Programme  |  |       |       | 28-30 |       |       |       |       |       |
| Building Professional Ethics in the work place                                  |  |       |       |       | 12-14 |       |       |       |       |
| Building & Managing a Team of High Performers                                   |  | 12-14 |       |       |       |       |       |       | 22-24 |
| Managing Compensation and Benefits  |  |       |       |       |       |       |       | 4-6   |       |
| Succession Planning & Talent Management   |  | 5-7   |       |       |       |       |       |       |       |
| Capacity Building Course for Aides, Special Assistants, PAs & Secretaries (New) |  |       |       |       |       | 23-25 |       |       |       |
| Improving Personal Effectiveness & Time Management                              |  | 12-14 |       |       |       | 9-11  |       |       |       |
| Project Management  |  |       | 3-5   |       |       |       |       |       |       |
| <b>FINANCE COURSES</b>  |  |       |       |       |       |       |       |       |       |
| Becoming An Accountable Tax Administrator                                       |  |       |       |       |       |       |       | 11-13 |       |
| Booster Programme For Tax Assessors   |  |       |       |       | 26-28 |       |       |       |       |
| Understanding Derivatives & Hedging Strategies                                  |  |       |       |       |       |       | 27-29 |       |       |
| Investment Appraisal & Management   |  |       |       |       |       | 2-5   |       |       |       |
| Advanced Microsoft Excel Training   |  |       |       |       |       |       |       |       | 22-24 |
| Financial Statement & Projections Analysis                                      |  | 26-28 |       |       |       |       |       | 18-20 |       |
| Budgeting and Cost Control  |  |       | 17-19 |       |       |       |       |       | 15-17 |
| Excel Fundamentals & Financial Modeling   |  |       | 10-12 |       |       |       | 20-22 |       |       |
| Best-Practice Financial Modeling (intermediate Level)                           |  | 19-21 |       |       |       |       | 27-29 |       |       |
| Building Sound Treasury Management Skills                                       |  |       | 24-26 |       |       |       |       |       | 8-10  |
| Capital Market Operations   |  | 26-28 |       |       |       |       |       |       | 15-17 |
| Principles of Effective Asset & Liability Mgt.                                  |  |       |       |       |       | 9-11  |       |       |       |
| Finance for Non-Finance Managers  |  |       | 10-12 |       |       |       |       |       |       |
| International Financial Reporting Standards (IFRS)                              |  |       |       |       | 12-14 |       |       |       |       |
| <b>CUSTOMER RELATIONSHIP MANAGEMENT COURSES</b>                                 |  |       |       |       |       |       |       |       |       |
| Business Intelligence & Data Mining   |  |       |       |       |       | 16-18 |       |       |       |
| Building and Sustaining Enduring Customer Relationships                         |  | 5-7   |       |       |       |       | 6-8   |       |       |
| Key Account Management  |  |       | 24-26 |       |       |       |       | 18-20 |       |

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| Customer Service Excellence                                       |  |       |       |       | 26-28 |       |       |       |      |
| Competitive Selling & Negotiation Skills                          |  |       |       |       |       | 16-18 |       |       |      |
| Business Writing & Professional Presentation Skills               |  |       | 17-19 |       |       | 9-11  |       |       |      |
| <b>BANKING COURSES</b>  |  |       |       |       |       |       |       |       |      |
| Corporate Sustainability for Banks                                |  |       |       | 28-30 |       |       |       |       |      |
| Lending to the Solid Minerals & Mining Sector                     |  |       |       |       |       | 2-4   |       |       |      |
| Lending to the Agricultural Sector                                |  |       |       |       |       | 23-25 |       |       |      |
| Infrastructure Lending  |  |       | 3-5   |       |       |       |       |       |      |
| Specialized Lending to Oil & Gas                                  |  |       |       | 7-9   |       |       |       |       |      |
| Loan Recovery & Remedial Management                               |  |       | 24-26 |       |       |       |       |       |      |
| Banking Operations Master Class                                   |  |       |       |       | 12-14 |       |       |       |      |
| Export Credit Course  |  |       |       |       |       | 23-25 |       |       |      |
| Basic Credit Analysis   |  | 11-15 |       |       |       |       | 26-30 |       |      |
| Intermediate Credit Analysis                                      |  |       |       |       |       |       |       |       | 7-11 |
| Sharpening Your Credit Analysis Skills (Advanced Credit)          |  |       |       |       | 18-22 |       |       |       |      |
| <b>ENERGY COURSES</b>   |  |       |       |       |       |       |       |       |      |
| Leveraging Local Content in the Energy Sector                     |  |       |       | 14-16 |       |       |       |       |      |
| Operations & Maintenance Course For District Sub-Station Officers |  |       |       |       |       |       |       | 25-27 |      |
| Contract Management For Power Sector                              |  |       | 3-5   |       |       |       |       |       |      |
| Smart Metering & Stakeholders Management in the Power Sector      |  |       |       |       |       | 2-4   |       |       |      |
| Business Development in the Oil & Gas Sector                      |  |       |       |       | 26-28 | 2-4   |       |       |      |
| Fundamentals of the Oil and Gas Sector                            |  |       |       | 21-23 |       |       |       |       |      |

*Please note that our courses can be customized as in-plant to suit your specific organizational needs and could be held at your desired location within or outside the country*

H. Pierson Associate Limited  
H. Pierson Place  
A11, Layi Yusuf Crescent  
Lekki Phase 1  
Lagos, Nigeria.

FOR ENQUIRY/REGISTRATION, PLEASE CALL:  
Chizoma: 07036560695, c.nwachukwu@hpierson.com  
Ayodele: 08020565056, a.loyede@hpierson.com  
Charity: 08038438136, c.ezugwu@hpierson.com  
Marilyn (Abuja): 08035984607, m.temsten@hpierson.com  
Also register online @ [www.hpierson.com](http://www.hpierson.com)