

# H. PIERSON

Achieve Superior Results

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## TRAINING SOLUTIONS

PUBLIC SECTOR SCHOOL

BANKING SCHOOL

LEADERSHIP & MANAGEMENT SCHOOL

ENERGY SCHOOL

BUSINESS, SKILLS & VOCATIONAL SCHOOL

INSURANCE SCHOOL

RISK MANAGEMENT SCHOOL

SECURITY SCHOOL

FINANCE SCHOOL

CUSTOMER MANAGEMENT SCHOOL

**Our programmes are clustered into schools, with each school comprising several courses led by a strong faculty of accomplished and respected Local and Foreign Professionals.**

## **PUBLIC SECTOR SCHOOL**

- Professional Ethics In The Public Sector
- Transforming Public Sector Service Delivery
- Post-Retirement Investment Planning Programme For Civil Servants
- Entrepreneurship Skills For Retiring Civil Servants
- Leadership & Effective Performance Management
- Bureaucracy with Efficiency In The Civil Service
- Building the 21st Century Public Service Organization for Sustainable National Development
- Strategic Planning for MDAs through Medium-Term Sector Strategy (MTSS) & Medium-Term Revenue Framework (MTRF) Development
- Revenue Optimization and Commercial Orientation for MDAs
- Achieving MDA Goals Through Effective Monitoring & Evaluation
- Citizen Service: Customer Service & Communication Skills for Government Employees
- Cost-Effectiveness in Public Service Management
- Leveraging Technology For Effective Documentation and Data Management
- Writing Briefs & Reports For Ministers And Executives

## **LEADERSHIP AND MANAGEMENT SCHOOL**

- Building and Leading a Team of High Performers
- Building Leadership Competencies
- Coaching & Mentoring for Organizational Growth
- Improving Personal Effectiveness & Time Management
- Business Writing & Professional Presentation Skills
- Building Professional Ethics in the Work Place
- Post-Retirement Investment Planning
- Achieving Organizational Goals Through Effective Monitoring & Evaluation
- Successful Strategy implementation in a volatile environment
- Managing Compensation and Benefits
- Succession Planning & Talent Management
- Capacity Building Course for Aides, Special Assistants, PAs & Secretaries

## **BUSINESS, SKILLS & VOCATIONAL SCHOOL**

- Export Management
- Export Quality Assurance
- The One-Week MBA Programme
- Career & Vocational Training (Trade-specific)
- CSR, Federal & State Skilling Programmes
- Entrepreneurship Development
- Agriculture Entrepreneurship

## **RISK MANAGEMENT SCHOOL**

- Credit Risk Management
- Credit Risk Modeling
- Market Risk Management
- Operational Risk Management
- Project Risk Management
- HSE – Health, Safety & Environment
- Asset and Liability Management (ALM)
- Internal Capital Adequacy Assessment Process (ICAAP)
- Risk-Based Internal Audit
- Risk-Based Supervision (RBS)
- Strategic Risk Management Master Class
- Environmental Sustainability
- Understanding Enterprise-Wide Risk Management
- Peculiarities of Energy Sector Enterprise-wide Risks
- Implementing Basel II & III
- Effective Firm-wide Risk Profiling & Assessment
- Understanding Model Risk & Model Validation

## **FINANCE SCHOOL**

- Financial Statement Analysis & Projections
- Best-Practice Financial Modelling On Excel
- Building Sound Treasury Management Skills
- International Financial Reporting Standards (IFRS)
- Elements of Finance
- Understanding Derivatives
- Budgeting & Budgetary Control
- Capital Market Operations
- Finance for Non-Finance Managers
- Cash Flow Modelling
- Becoming An Accountable Tax Administrator

## BANKING SCHOOL

- Domestic Banking Operations
- International Banking Operations
- Project Finance
- Retail Banking
- Loan Recovery & Remedial Management
- Remedial Management for Oil & Gas Sector Loans
- Specialized Lending to Oil & Gas
- Infrastructure Lending
- Lending to the Agricultural Sector
- Lending to the Solid Minerals & Mining Sector
- Environmental and Social Risks Management for Banks
- Export Credit Course
- Basic Credit Analysis
- Intermediate Credit Analysis
- Sharpening Your Credit Analysis Skills (Advanced Credit)

## ENERGY SCHOOL

- Fundamentals of the Oil and Gas Industry
- Petroleum Economics
- Petroleum Accounting
- Business Development in the Oil and Gas Sector
- Effective Negotiation skills for Oil and Gas Contracts
- Project Finance for the Energy Sector
- Leveraging Local Content in the Energy Sector
- Operations & Maintenance for District Sub-Station Officers
- Contract Management For Power Sector
- Smart Metering & Stakeholders Management in the Power Sector

## INSURANCE SCHOOL

- Asset and Liability Management ALM (For Insurance)
- Claims Management
- Solvency II
- Liability Insurance
- Insurance Underwriting
- Insurance Sector Enterprise-wide Risk Management & Risk Supervisory Compliance

## SECURITY SCHOOL

- Security Training
- Counter-terrorism Training
- Counter-robbery Training
- Community Policing
- Online Intelligence Gathering
- Maritime Security Training
- Cyber Security Training
- Defining & Understanding IEDs
- Personal Security Training
- Bomb threat Planning & Emergency Evacuation
- Employee Fire & Life Safety Training
- Identifying & Protecting against terrorists & Robbers

## CUSTOMER MANAGEMENT SCHOOL

- Business Intelligence & Data Mining
- Building & Sustaining Enduring Customer Relationships
- Account Management
- Customer Service Excellence
- Competitive Selling & Negotiation Skills
- Business Writing & Professional Presentation Skills

*Beyond the above-listed courses, we are able to customize specific programmes to suite your needs.*

## OUR METHODOLOGY

**Our methodology involves a very practical and hands-on approach that deploys the use of blended learning platforms that leave participants with a unique ready-to-implement post-course experience.**

**FOR MORE INFORMATION PLEASE CONTACT:**

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