



..... Partnership that works

2020 TRAINING CALENDAR



CORPORATE OFFICE:

Dream Centre,
7/9 Kudirat Abiola way,
Oregon, Ikeja, Lagos State.

Website: www.lorachegroup.com,

E-mail: info@lorachegroup.com

loracheconsulting@gmail.com

Phone No: 234-803-3578-041

234-705-8479-138



LORACHE TRAINING CALENDAR FOR 2020

1 ENFORCEMENT COURSES															
S/N	COURSES	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	DURATION (DAYS)	FEE (N)
	Advanced Apprehension and Handling Level 1									17-18				2 Days	65,000
	Advanced Apprehension and Handling & Self Defence Lv 2						18-19							2 Days	65,000
	Bite Prevention and Effective Self Defence						25 - 26		13 - 14					2 Days	45,000
	Assets Recovery Procedures and Approach	23					16							2 Days	30,000
2 LEADERSHIP AND MANAGEMENT DEVELOPMENT															
	Supervisory Management and Leadership									17 - 18				2 Days	65,000
	Developing Managerial Competence and Capacity						18-19							2 Days	65,000
	Enhancements of New Managers Performance						25 - 26		13- 14					2 Days	45,000
	Office Ethics and Relationship Management	23						16						3 Days	30,000
	Delegation and Follow Up Strategies					7-8								2 Days	35,000
	Conflict management			25							15			2 Days	70,000
	Corporate Governance				22 - 23									2 Days	80,000

	Talent Acquisition: The Total Recruitment Process	21 – 22												2 Days	53,000
3	SALES AND MARKETING														
	COURSES	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	Dec	DURATION (DAYS)	FEE (NAIRA)
	Developing Effective Selling skills					5					23			3 Days	30,000
	Customer Relationship Management/Retention		6 – 7											2 Days	45,000
	Winning and Retaining Customer					22						4		2 Days	40,000
	Handling Objection, Rejection & Barriers in Sales							23 - 24						2 Days	80,000
	Effective Negotiation skills	28						16						2 Days	50,000
	Branding and Positioning		19 – 21											3 Days	75,000
	Customer Service Management		5 – 6											2 Days	75,000
	Customer Experience Management										14 - 15			2 Days	75,000
	Customer Acquisition & Retention		6										2	2 Days	50,000



Sales Promotion: Strategy and Execution							17					4		2 Days	50,000
Social Media Marketing					28		9							2 Days	65,000
Sales Strategies for OTC													15 - 16	2 Days	65,000
Strategic Marketing Management			27 - 28											2 Days	75,000
Effective Product Management									9-10					2 Days	60,000
Integrated Marketing Communication Strategies							9 - 10							2 Days	55,000
Sales Territory Planning and Management												28 - 29		2 Days	55,000
Fundamentals of Marketing Research			18 - 19											2 Days	75,000
Developing Super Sales Executives												11-12		2 Days	75,000
Transformational Leadership and Team Building										2 - 3				2 Days	75,000
Customer Relationship Management							10 - 11							2 Days	75,000
Building Brand Equity												4 - 5		2 Days	75,000
Credit Sales Management: Credit Marketing					15									2 Days	65,000
Marketing of Services for Pharmaceutical			31										9	2 Days	50,000
Competitors' Intelligence & Consumer Insight							17				13			2 Days	50,000



Marketing for Executive	Non-Marketing													3	2 Days	50,000
Effective Executive Presentation		4								30					2 Days	50,000
Strategic Sales & Customer Management						14							20		2 Days	50,000
Managing Key Accounts: Planning & Strategy						26								17	2 Days	50,000

Excellent Customer Service	23-24														2 Days	75,000
Competitors Intelligence & Consumer Insight							17								2 Days	70,000
Logistics and Supply Chain Management											15 - 16				2 Days	80,000
Direct Marketing											1 - 2				2 Days	80,000
Negotiation Skills	29 - 30														2 Days	62,000

4 PERSONAL DEVELOPMENT

COURSES	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	Dec	DURATI ON (DAYS)	FEE (NAIR A)
Personal Productivity				8 - 9									2 Days	80,000
Entrepreneurial Development Skills								11-12					2 Days	80,000
Time and Life Management for Effectiveness												19	2 Days	50,000

	Job Effectiveness and Efficiency	15													2 Days	50,000
	Business Writing			3- 5											3 Days	80,000
	Critical Thinking and Innovative Skills		11 – 13												3 Days	80,000

5	OPERATIONS & LOGISTICS															
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	COURSES	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUG	SEPT	OCT	Nov	Dec	DURATI ON (DAYS)	FEE (NAIR A)
	Warehouse Operations Management					20-21								2 Days	80,000
	Equipment leasing course									3 -4				2 Days	70,000
	Inventory and stock keeping Management			26										2 Days	50,000
	Channel and Supply Chain Management									16 - 17				2 Days	75,000

6	CORPORATE FINANCE FUNDAMENTALS															
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	COURSES	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUG	SEPT	OCT	Nov	Dec	DURATI ON (DAYS)	FEE (NAIR A)
	Analysis of Financial Statement and Performance						10 - 11							2 Days	80,000

	Budgeting and Forecasting in Finance and Treasury Management										10 - 11			3 Days	70,000
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	Capital Budgeting and Investment											8			3 Days	50,000
	Cashflow Management Techniques								20						3 Days	50,000
	Introduction to Corporate Finance			31	24										2 Days	50,000
	Business Valuation Principles								20						3 Days	50,000
	Appraisals Capital Structure and Value Maximisation												26 - 27		3 Days	75,000
	Modelling a Real Company from Scratch							16							3 Days	50,000
7	FINANCIAL REPORTING AND ACCOUNTING															
	COURSES	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUG	SEPT	OCT	Nov	Dec	DURATI ON (DAYS)	FEE (NAIR A)	
	New Lease Accounting Under IFRS 16								20 – 21					3 Days	80,000	
	Income Tax Accounting under IAS 12								18 – 19					3 Days	70,000	
	Accounting for Properties, Plants and Equipment Revenue										20			3 Days	50,000	
	Accounting under IAS 18								13					3 Days	50,000	
	Accounting for Employee Benefits and Compensation											14		2 Days	50,000	

	Analysing Financial Statement			4-5											2 Days	60,000
	Balance Sheet				14										2 Days	50,000
	Financial Assets Accounting under IFRS 9					6						7			3 Days	50,000
	Accounting for Business Combination and Restructuring														2 Days	75,000
				12 – 13												
8	GENERAL TAX COURSE															
	COURSES	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUG	SEPT	OCT	Nov	Dec	DURATI ON (DAYS)	FEE (NAIR A)	
	Transaction Taxes (VAT and WHT) Management: The Practical Perspective						24 - 25								2 Days	80,000
	Financial Instruments Accounting: Simplifying IFRS 9's Principles										8 - 9				2 Days	30,000
	Taxation of Expatriates and Non-Resident Companies												18		2 Days	50,000
	Income Tax Accounting: Navigating the Complexities								27				13		2 Days	30,000
	Transfer Pricing Risk Management: The New Era of BEPS				29										3 Days	50,000
	IFRS 15 Revenue Accounting: Practical Applications			10									10		3 Days	50,000
9	HEALTH, ENVIRONMENT AND SAFETY DEPARTMENT															

	COURSES	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUG	SEPT	OCT	Nov	Dec	DURATI ON (DAYS)	FEE (NAIR A)
	Occupational Safety & Hazard precautions								4 - 5					2 Days	80,000
	Health & Stress Management	15-16												2 Days	70,000
	Work-Life Balance & Eating habits				29		4							2 Days	50,000
10	STRATEGIC MANAGEMENT COURSES														
	Effective Execution of Organisation Strategy		20 - 21						4 - 5					2 Days	80,000
	Strategy and Management for Competitive Advantage	15 - 16												2 Days	70,000
	Corporate Strategy and Implementation				29		4							2 Days	50,000
11	SOCIAL MEDIA TRAINING														
	Creative Writing for Social Media		20 - 21						4 - 5					2 Days	80,000
	Digital Marketing	15 - 16												2 Days	70,000
	The Importance of your Brand to your Social media Success				29		4							2 Days	50,000
12	ADMINISTRATION AND HR														
	Hr as a Strategic Business Partner		20 - 21						4 - 5					2 Days	80,000
	Strategic Human Resource Management			11 - 12										2 Days	70,000

	Strategic People Management Excellence			12 – 13										2 Days	50,000
13	PROJECT MANAGEMENT COURSES														
	Strategic Planning and Implementation of Project						24 - 25							2 Days	80,000
	Project Management Certification				13 - 17									5 Days	60,000
	Understanding Project Management				14 - 15							18		2 Days	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.



SIGNED MANAGEMENT