

Be A High-powered Professional Manager: MBO & Decision Making

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Date	:Friday, March 15, 2013	Last Date of Registration	:13 March, 2013
Shift	:Morning	Time	:9:30AM - 5:30PM
Venue	:Bdjjobs Training, BDBL Building (Level 19), 12 Kawran Bazar C/A, Dhaka 1215.	Registration Fees	:Tk. 4000.00/Participant Get 5% discount by paying online

[Pay Online for Registration](#)

RESOURCE PERSON



Dr. Upali Mahanama
DBA, FSBP, MNZIM, FMSLIM,
Marketing & Management Consultant,
Sri Lanka

Dr.Upali Mahanama is a Marketing Consultant and a Management Trainer of international repute, with exceptional Training skills and a unique style.

In 2005, he was conferred a Doctorate in Business Management by Phoenix International University and a Fellowship by the Society for Business Practitioners U.K. He also holds the Membership of the New Zealand Institute of Management.

From an International Panel of 8 Presenters, he was adjudged the Best Presenter in the U.A.E. As Chairman of Junior Chamber International, U.S.A. he conducted numerous Training Seminars internationally, covering a range of Subjects like Communication, Presentation Skills, Time Management, Emotions & Stress Control, Leadership & Teambuilding.

His academic career includes Visiting Lecturer of University of Ceylon 1979-81, Consultant/Trainer of Post Graduate Inst. of Management, Sri J'pura University 2002, Course Director, Polytechnic Diploma in Marketing 1990 -95, Visiting Lecturer, Katubedde University, Moratuwa 2002, Board Member of Editorial Advisory Board - Rajiv Academy of Management, India, Consultant of Curriculum Panel - Rajarata University, Sri Lanka 2005 and Senior Associate & Advisor - Nutshell Forum since 2004. He is the co-author of "Marketing Skills in Management" published in India in February 2008 and he has contributed numerous articles to International Journals.

WHO CAN ATTEND

Managers and Executives to identify their Strengths and Weaknesses and develop Professional Management Skills and a Result-oriented approach, towards the successful achievement of Goals and Objectives.

Be A High-powered Professional Manager: MBO & Decision Making

A highly interactive Training Seminar specifically designed with a practical and motivational thrust for Managers and Executives to identify their Strengths and Weaknesses and develop Professional Management Skills and a Result-oriented approach, towards the successful achievement of Goals and Objectives.

WHY IS THIS COURSE IMPORTANT?

In a highly competitive Business environment, professional Management becomes increasingly important. It is a specialized field which demands a high degree of Professionalism backed by a Marketing Orientated approach.

Markets are in a constant state of flux - with inter-alia changing Consumer habits and attitudes and Trade patterns. The competitive nature of businesses is steadily escalating, posing severe threats in terms of maintaining and protecting valuable Market Share.

In the light of new market trends, it is important for Managers to be flexible and acquire a high degree of management skills towards the realization of declared objectives.

Organizations which focus on constantly improving their Managers' Skills and Productivity will excel in the future and emerge as winners.

A disciplined, highly motivated Professional Manager with proven Management Skills is a definite asset. Thus, Managers should be well trained persons with a high degree of knowledge and special skills over and above normal technical knowledge. His ability to get results from a Team through effective Man-management is far more important than individual brilliance.

This Training Seminar has been carefully designed and developed to explore the new Role of a Manager and develop a learning culture within the organization through a highly interactive and innovative approach.

By projecting the individual Participants into various situations often faced by Managers, their actual responses would be analyzed and corrected.

The Methodology employed is becoming increasingly effective and designed to facilitate strong interaction and inculcate the vital discipline stressed by the reputed Management Consultant, Peter Drucker:

THE JOB OF A GOOD MANAGER IS NOT TO MINIMISE RISK BUT TO MAXIMISE OPPORTUNITY.

COURSE HIGHLIGHTS

This Seminar offers a 12 - point Benefit Formula. In overall terms the Participants will be able to identify their Strengths and Weaknesses in the various components of Management and it will offer a projective psychological test - in the sense that : "There is not always a Right or Wrong Answer".

At the conclusion of the Seminar Participants will be able to:

Realize: The need for Professionalism in competitive Business.

Focus: On Skills, Knowledge, Disciplines & Leadership vital for Modern Management.

Comprehend: The Disciplines of effective Delegation in Management.

Understand: Key components of Management and the art of Decision making.

Realize: That saying "yes" easily can be costly

Focus: On the Decision Making frame work and Disciplines

Identify: Personal Strengths and Weaknesses and charter a course for effective Management

Understand: The situational Analysis Structure and the Planning / Decision Making

METHODOLOGY

Group Exercise Case Study Interactive Lecture

BOARDING

Arrangement for lunch and two tea-break would be made by the Organizer during the workshop

TRAINEE TESTIMONIAL

The workshop will help me to develop my managerial and decision making skills. Wahiduz Zaman, Business Unit Manager, Roche Bangladesh Limited.

WORKSHOP DETAILS**Venue:**

Bdjobs Training, BDBL Building (Level 19), 12 Kawran Bazar C/A, Dhaka 1215.

Date & Time:

Date: Friday, March 15, 2013

Time: 9:30AM - 5:30PM

Workshop Fees:

Tk. 4000.00/Participant

AdChoices 

Collaborate on Decisions

www.sensors...

We help you orchestrate your decision process



process

Realize: The Vital need of Forward Planning through Analysis of Relevant Factors

Motivate: Team Members to Achieve Career Goals

Develop: Practical skills in Man-management towards maximizing Productivity.

Realize: The Managers Current Style of Motivation and

Understand: the Art of Motivating Self.

Contents of Training:**OPENING FORMALITIES**

- WELCOME / SEMINAR OBJECTIVES
- INTRODUCTION OF COURSE DIRECTOR

MODULE 1 - PROFESSIONALISM & THE MODERN MANAGER

- PROFESSIONALISM & THE COMPETITIVE BUSINESS ENVIRONMENT
- THE PROFESSIONAL ROLE OF THE MODERN MANAGER
- FOCUS ON – KNOWLEDGE, SKILLS, DISCIPLINES & LEADERSHIP
- MAN MANAGEMENT & MAXIMISING PRODUCTIVITY
- THE POWER OF TEAM WORK

MODULE 2 - MANAGEMENT SKILLS & MANAGING FOR RESULTS - THE MBO WAY

- LEE KIM'S MARRIAGE – VITAL MANAGEMENT DISCIPLINES - CASE STUDY
- PRESENTATIONS BY WORKSHOP CHAIRMEN - EXERCISE
- THE SYTEM OF MANAGEMENT BY OBJECTIVES
- MANAGING FOR RESULTS – THE MBO WAY
- FORWARD PLANNING & ORGANISATION – KEY TO PRODUCTIVITY
- POMAR - A PRACTICAL SYSTEM TO MANAGE TOTAL OPERATIONS

MODULE 3 - SITUATION ANALYSIS & DECISION MAKING

- DECISION MAKING – VITAL SKILL FOR A PROFESSIONAL MANAGER
- THAT IS FINAL! - HOW OFTEN DO YOU SAY IT? - EXERCISE
- DO YOU MAKE DECISIONS WITH YOUR HEAD OR YOUR HEART? - EXERCISE
- SITUATION ANALYSIS & AREAS OF FOCUS – PLANNING

MODULE 4 - DECISION MAKING FRAMEWORK & DISCIPLINES

- QUICK HELP SERVICES - CASE STUDY
- PRESENTATIONS BY TEAM LEADERS - EXERCISE
- ANALYSIS OF PRESENTATIONS - DISCUSSION
- ARE YOU AN INSTINCTIVE PLANNER - EXERCISE
- THE EFFECTIVE DECISION MAKING FRAMEWORK
- DISCIPLINES OF EVALUATION & ANALYSIS
- OPEN FORUM - DISCUSSION
- SEMINAR EVALUATION & CLOSING FORMALITIES

CLOSE OF SEMINAR

 [Request for Registration](#)

Certificates will be awarded to participants at the end of workshop
REGISTRATION DETAILS

For **Registration** or additional information please call us at **9140345,9117179, 01811410862, 01926673098**

or E-mail at

asad@bdjobs.com or hasantareq@bdjobs.com

To confirm your registration, Please pay the registration fee by **13 March, 2013 at Bdjobs.com Office by A/C Payee Cheque or cash.**

Bdjobs.com Ltd.

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12 Karwan Bazaar
Dhaka - 1215

Bdjobs.com Training Program in March 2013
