

GEM TRAINING CALENDAR (September- November 2010)

CALENDAR – SEPTEMBER 2010

Topic	Date	Fee	Venue
Effective Selling Techniques	3 September 2010	AED 1500/-	Dubai
Presentation Skills	3 & 4 September 2010	AED 2500/-	Dubai
Advanced Selling Skills	4 & 5 September 2010	AED 2500/-	Dubai
Sales management	5 & 6 September 2010	AED 2500/-	Dubai
Data management	15 & 16 September 2010	AED 2500/-	Dubai
Telephone Skills	16 September 2010	AED 1500/-	Dubai
Marketing for the non Marketing Manager	17 & 18 September 2010	AED 2500/-	Dubai
Planning a campaign	17 & 18 September 2010	AED 2500/-	Dubai
Experiential Marketing	17 & 18 September 2010	AED 2500/-	Dubai
Event Management Certification Training	17,18 & 24,25 September	AED 4,500/-	Dubai
Debt Collection & Recovery Techniques	17 & 18 September 2010	AED 2500/-	Dubai
Negotiation Skills	20 September 2010	AED 1500/-	Dubai
Business Etiquette	20 & 21 September 2010	AED 2500/-	Dubai
Customer Service	21 September 2010	AED 2500/-	Dubai
Decision Making Skills	22 & 23 September 2010	AED 2500/-	Dubai
Effective Selling Techniques	24 & 25 September 2010	AED 2500/-	Dubai
Presentation Skills	24 & 25 September 2010	AED 2500/-	Dubai
Advanced Selling Skills	24 & 25 September 2010	AED 2500/-	Dubai
Project Management	24 & 25 September 2010	AED 2500/-	Dubai
Sales management	24 & 25 September 2010	AED 2500/-	Dubai
Marketing for the non Marketing Manager	25 September 2010	AED 1500/-	Dubai
Oral & Written Communication Skills	26 & 27 September 2010	AED 2500/-	Dubai
Advanced event management training and certification	26 to 30 September 2010	AED 4500/-	Dubai
Effective Marketing & Selling Strategies	28 & 29 September 2010	AED 2500/-	Dubai

CALENDAR – OCTOBER 2010

Topic	Date	Fee	Venue
Effective Selling Techniques	1 & 2 October 2010	AED 2500/-	Dubai
Presentation Skills	1 & 2 October 2010	AED 2500/-	Dubai
Advanced Selling Skills	5 & 6 October 2010	AED 2500/-	Dubai
Sales management	7 October 2010	AED 1500/-	Dubai
Data management	9 October 2010	AED 1500/-	Dubai
Telephone Skills	10 to 14 October 2010	AED 2500/-	Dubai
Effective Selling Techniques	12 October 2010	AED 1500/-	Dubai
Presentation Skills	12 & 13 October 2010	AED 2500/-	Dubai
Advanced Selling Skills	15 & 16 October 2010	AED 2500/-	Dubai
Sales management	19 October 2010	AED 1500/-	Dubai
Marketing for the non Marketing Manager	20 & 21 October 2010	AED 2500/-	Dubai
Event Management Certification Training	18 th & 19 th and 25 th & 26 th	AED 4,500/-	Dubai
Effective Selling techniques	23 October 2010	AED 1500/-	Dubai
Reseller program training	24 to 28 October 2010	AED 4500/-	Dubai
Reseller marketing training	29 & 30 October 2010	AED 2500/-	Dubai

CALENDAR – NOVEMBER 2010

Topic	Date	Fee	Venue
Effective Selling Techniques	1 & 2 November 2010	AED 2500/-	Dubai
Presentation Skills	3 rd and 4 th November	AED 2500/-	Dubai
Advanced Selling Skills	7 th & 8 th November 2010	AED 2500/-	Dubai
Telephone Skills	16 th & 17 th November 2010	AED 2500/-	Dubai
Reseller program training	29 th & 30 th November 2010	AED 4500/-	Dubai
Advanced event management training and certification	1 st & 2 nd December 2010	AED 4500/-	Dubai