

Annual Program 2018 - 2019

Bangladesh Institute of Management (BIM)

Ministry of Industries, Govt. of the People's Republic of Bangladesh

Dhaka – Chittagong – Khulna

www.bim.gov.bd

Brief Profile

The origin of what today is known as the Bangladesh Institute of Management (BIM) can be traced back to 1961 when its precursor, the Management Development Centre, East Pakistan, was established. In 1970 the East Pakistan Government Educational and Training Institutions Ordinance, 1961 (East Pakistan Ordinance No. XXVI of 1961) was made applicable for Management Development Centre with effect from 1-7-1970 thereby providing the centre with autonomous status.

In 1966 apart from offering short term, subject specific training programmes, a specialized, year long Post Graduate Diploma in Personnel Management was introduced by the Centre.

After the liberation of the country in 1971, the institute was vested with the responsibility of building up human resources of the newly independent country. Between 1972—75, the public sector was the predominant sector of the economy and the majority of the clients of the institute were drawn from the public sector enterprises. During the late 70's to mid 80's, the institute was recipient of major Technical Assistance Projects, which resulted in a major transformation of the institute. It became a hub of management training with participants being drawn from public, private and NGOs sectors. In the year 1981, another year long, Post Graduate Diploma in Industrial Management was introduced.

VISION STATEMENT

“World-class organization for developing managerial capacity.”

During early nineties, in the context of opening up of the market, structural changes and private sector driven growth strategy for rapid development, requirement for qualified human resources was anticipated. Against that backdrop the Bangladesh Management Development Centre (BMDC) started the process of restructuring itself so as to enable it to offer academic programmes designed to create professionals.

MISSION STATEMENT

“Developing capacity of managers through training and consultancy services.”

It was in that light the Bangladesh Management Development Centre (BMDC) was converted into an institute-the Bangladesh Institute of Management (BIM) on August 04, 1997 for opening up opportunities to offer post graduate degree programmes in Business Administration like, Executive MBA, Masters in Human Resource Management etc.

While Training Research and Consultancy are the three mandated activities of BIM; the major thrust during the last decade has been on training and Post Graduate Diploma Programs.

BIM is presently exploring the feasibility of introducing the idea of Public Private Partnership (PPP) in all its training and academic activities. As a part of that, initiatives have already been taken to examine such possibilities. In due course of time programs like Distance Learning and Master of Business Administration (MBA), if appears feasible, shall be offered to our stakeholders.

Objectives of the Institute

- To train and develop managers at all levels engaged in commercial, industrial and service organizations of private, public sector and NGO's.
- To help improve productivity in different sectors of the economy through Training, Research and Consultancy services.
- To carry out publication work and disseminate modern knowledge and information in the fields of management development, training, economics, business and other relevant areas.
- To co-operate with similar institutions at home and abroad in promoting exchange of knowledge and experience.

Training

BIM offers two types of courses : Short courses of one to four weeks long and Diploma courses of one-year duration.

a. Short Courses

During the course of the last decade, BIM has organized over 80 courses and seminars annually of varying duration ranging from one to four weeks, sometimes of longer duration for request programs. The courses offered by BIM covers the whole gamut of management studies viz. General Management, Financial Management, Project Management, Rural Development, Entrepreneurship Development, Marketing, Industrial Engineering etc. Till the year ending 2018, the total number of short courses organized by the institute has been 4,006 and the total number of executives trained numbered over 65,396.

b. Diploma Courses

Presently, BIM offers the following five post graduate diploma courses of one year each (i) Human Resource Management, (ii) Industrial Management, (iii) Marketing Management, (iv) Financial Management and (v) Computer Science. Apart from above Post-Graduate Diploma courses, BIM offers Diploma course in Social Compliance and Productivity & Quality Management of six months duration. Over 15,020 students enrolled in the different diploma courses till date, among them 8,844 had graduated in the mentioned courses.

Consultancy

BIM has vast experience in consultancy services and has rendered services to various national and international agencies and organizations. The clientele include among others, Ministry of Planning, Ministry of Finance, Trading Corporation of Bangladesh, Petro Bangla, Power Development Board, Export Promotion Bureau, Bangladesh Chemical Industries Corporation (BCIC), BPC, RAJUK, Bangladesh Railway, Sadharan Bima, Bangladesh Agriculture Research Council (BARC), Civil Aviation Authority, Dhaka WASA, Bangladesh Steel and Engineering Corporation (BSEC), Bangladesh Textile Mills Corporation (BTMC), Bangladesh Jute Mills Corporation (BJMC), Chittagong Port Authority, United Nations Industrial Development Organization (UNIDO), Asian Development Bank (ADB), United Nations Population Fund (UNFPA) etc. In-house services are also provided to various organizations on need basis.

Research

BIM also undertakes research projects. Such research projects deal with Training and Management Development, Corporate Management, Choice of Technology, Incentive Schemes, Managerial Motivation, Quality Circles, Recruitment and Selection, Performance Appraisal etc.

Publication

‘Management Development’, a quarterly journal carrying articles and research findings of eminent national and international teachers and professionals has been a regular publication of BIM.

Resources

a. Faculty

BIM can rightly boast of a multi-disciplinary faculty who bring with them not only academic distinction but also professional competence of a high degree. BIM has taken particular care to train up its faculty both at home and abroad so that they are able to discharge their duties to the best of their ability and to the complete satisfaction of their clientele. Most of the faculty members have had some experience in the industry which enables them to better empathies with the participants, who are mostly drawn from the trade and industry. This also adds to the effectiveness of the courses offered by BIM.

b. Physical Facility

The main campus of BIM is located on five acres of land at 4, Sobhanbag, Mirpur Road, in the centre of Dhanmondi, Dhaka. There are sixteen fully equipped, air-conditioned classrooms, five of which are of international standard. 360 participants can be accommodated at a time. There are two auditoriums—one with a seating capacity of 100 and the other with a capacity of 250 persons. There are two hostels at Dhaka having a total of twenty-five twin beds, including ten air-conditioned rooms and dining facility for 100 individuals. BIM has similar, though smaller facilities in the other two major cities of Bangladesh—Chittagong and Khulna.

c. Library Facilities

The fully air-conditioned library at Dhaka has a rich collection of books on various aspects of management and modern business practices as well as a large number of national and international journals. Library facilities are available to all participants and other readers interested in management education. On 2013 an MoU has been signed between DIU & BIM, specially to use the digital library of DIU for the all participants and faculty of BIM.

d. Computer Labs

BIM has two computer labs equipped with the latest state of the art micro computers numbering over 100. The computer labs are suitably designed to provide conducive learning environment to the participants of computer related courses. Latest software are available for running database, spreadsheet and word-processing applications. A modern Computer lab facility is also available for the participants at the Chittagong Campuses.

Technical Co-operation with International Agencies

The Institute has received assistance from a number of international institutions and agencies including the World Bank, USAID, UNDP, ITC/GATT/UNCTAD, UNIFEM and others. It has collaborated with agencies such as the ILO, ITC and UNICEF, IFAD, AARRO and with institutions such as the Asian Productivity Organization (APO), International Centre for Public Enterprises (ICPE), Asian Regional Training and Development Organization (ARTDO), Malaysia, Morocco, and German International Cooperation (GIZ).

ANNUAL PROGRAM

July 2018 - June 2019

DHAKA CAMPUS

*4, Sobhanbag, Mirpur Road, Dhaka-1207
Phone : +88-02-58155034, 58155077, 58155116, 9103171-3
Fax : 88-02-58152476, Web : www.bim.gov.bd
Email : bim@bim.gov.bd*

CHITTAGONG CAMPUS

*Chandgaon Residential Area
P.O. Chandgaon, Chittagong-4212, Phone : 670332
Email : bim.chittagong@bim.gov.bd*

KHULNA CAMPUS

*Boyra,
Khulna-9000
Phone : 762391
E-mail : bim.khulna@bim.gov.bd*

BOARD OF GOVERNORS OF BANGLADESH INSTITUTE OF MANAGEMENT

Chairman:

Secretary

Ministry of Industries,
Government of the People's Republic of Bangladesh

Members :

Director General

Bangladesh Institute of Management

Dean

Faculty of Mechanical Engineering,
Bangladesh University of Engineering and Technology

Additional/Joint

Finance Division, Ministry of Finance,

*Secretary**

Government of the People's Republic of Bangladesh

Chairman

Bangladesh Chemical Industries Corporation(BCIC)

Chairman

Bangladesh Jute Mills Corporation (BJMC)

Chairman

Bangladesh Power Development Board (BPDB)

Chairman

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Chairman

Bangladesh Sugar and Food Industries Corporation(BSFIC)

Chairman

Bangladesh Textile Mills Corporation (BTMC)

President

Federation of Bangladesh Chamber of Commerce and
Industry

President

Metropolitan Chamber of Commerce and Industry Dhaka (MCCI)

President

Bangladesh Employers' Association

Member Secretary :

*Faculty Member***

Bangladesh Institute of Management.

* Nominated by the Finance Secretary, Finance Division.

** Nominated by the Director General, BIM

EXECUTIVE COMMITTEE OF POST GRADUATE DIPLOMA PROGRAMS, BIM

Chairman :

Director General Bangladesh Institute of Management (BIM)

Members :

Director1 Institute of Business Administration, Dhaka University

Professor1 Department of Finance and Banking, Dhaka University

Professor2 Industrial and Production Engineering Department,
Bangladesh University of Engineering and
Technology (BUET)

Representative Bangladesh Employers' Association

Representative From BRAC (NGO)

BIM Faculty3 Representing each Diploma Course

Member Secretary :

Faculty4 Bangladesh Institute of Management.

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1. Nominated by the Vice Chancellor, Dhaka University.
 2. Nominated by the Vice Chancellor, BUET.
 3. Nominated by the Director General, BIM
 4. Nominated by the Director General, BIM

MANAGEMENT DEVELOPMENT

A Quarterly Journal

“Management Development” a quarterly publication of Bangladesh Institute of Management always solicits articles on contemporary issues in the field of socio-economic, business management, human resource development etc. While articles that are based on empirical studies are preferred articles on innovative and creative approaches to business, socio-economic, business management, human resource development tare always welcome.

BANGLADESH INSTITUTE OF MANAGEMENT

4, Sobhanbag, Mirpur Road,
Dhaka-1207, Bangladesh.

SUBSCRIPTION RATES

20% agents' discount, air freight extra and surface mail paid by the institute. Payments to be made to the Director General of the institute through bank drafts or postal/pay orders.

Month-wise and Detail Course Outline

PROGRAM AT A GLANCE

JULY, 2018						
SL No	Title of the Course	Duration	Timing	Venue	Name of Coordinator	Fee (Tk.)
1	Operations and Supply Chain Management	July 05-07, 2018	09:30-17:30	BIM, Dhaka	Dr. Engr. Mamunur Rashid	Tk. 7,000/-
2	A Seminar on Political Services Marketing for Peaceful Democracy	July 07, 2018	09:30-17:00	BIM, Dhaka	Dr. Uttam Kumar Datta	Tk. 3,500/-
3	Intellectual Property Rights (IPRS)	July 21-31, 2018	17:30-21:30	BIM, Dhaka	Mohammad Sayeedur Rahman	Tk. 9,000/-
4	Bangladesh Labor Act 2006 and Bangladesh Labor Rules 2015	July 22-26, 2018	17.30- 21.30	BIM, Dhaka	Akhund A. Shamsul Alam	Tk. 7,000/-
5	Advanced Supply Chain Management	July22 –Aug. 02, 2018	17.30- 21.30	BIM, Dhaka	Md. Aminul Islam.	Tk. 9,000/-
6	Motivating People at Workplace	July 23-24, 2018	09:30-17:30	BIM, Dhaka	Lamia Farha	Tk. 5,000/-
7	Internal Audit on HR	July 27-28, 2018	09:30-17:30	BIM, Dhaka	Md. Manzur Hossain	Tk. 5,000/-
8	Spreadsheet Analysis with Microsoft Excel	July 23-26, 2018	17:30-21:30	BIM, Dhaka	Farkhunda Dorin	Tk. 7,000/-

AUGUST, 2018						
SL No	Title of the Course	Duration	Timing	Venue	Name of Coordinator	Fee (Tk.)
1	Total Quality Management	Aug. 02-04, 2018	09:30-17:30	BIM, Dhaka	Dr. Engr. Mamunur Rashid	Tk. 7,000/-
2	Accounting Software Tally. ERP9	Aug.03-04 & 10-11, 2018	09:30-17:30	BIM, Dhaka	Tanvir Hossain	Tk. 9,000/-
3	Financial Management for Executives	Aug. 05-09, 2018	17:30-21:30	BIM, Dhaka	M. Amenoor	Tk. 7,000/-
4	Public Procurement Processing and Approval Procedure	Aug. 06-09, 2018	10:00-16:00	BIM, Dhaka	Engr. Md. Mehboob Hasan Kallol	Tk. 8,000/-
5	Public Service Innovation	Aug. 08-09, 2018	09:30-17:30	BIM, Dhaka	Farkhunda Dorin	Tk. 6,000/-

SEPTEMBER, 2018						
SL No	Title of the Course	Duration	Timing	Venue	Name of Coordinator	Fee (Tk.)
1	সরকারি অফিস ব্যবস্থাপনা ও দক্ষতা উন্নয়ন	Sept. 14-15, 2018	09:30-17:30	BIM, Dhaka	M. Amenoor	Tk. 6,000/-
2	PPR 2008 and Public Procurement Management	Sept. 16-27, 2018	10:00-16:00	BIM, Dhaka	Engr.Md. Mehboob Hasan Kallol	Tk. 10,000/-
3	Marketing and Salesmanship	Sept. 16-27, 2018	17:30-21:30	BIM, Dhaka	Nirjhar Mazumber	Tk. 9,000/-
4	Supply Chain Management	Sept. 23-Oct. 03, 2018	17:30-21:30	BIM, Dhaka	Mohammad Sayeedur Rahman	Tk. 9,000/-
5	Basic Management & Human Resource Development	Sept. 23-27, 2018	17:30-21:30	BIM, Dhaka	Md. Zafar Ali	Tk. 7,000/-
6	Practical Income Tax & VAT Management	Sept. 23-Oct -. 04, 2018	17:30-21:30	BIM, Dhaka	Md. Manzur Hossain	Tk. 9,000/-
7	Project Management	Sept. 27-29, 2018	09:30-17:30	BIM, Dhaka	Dr. Engr. Mamunur Rashid	Tk. 7,000/-
8	Effective Business Communication	Sept. 26-27, 2018	09: 30-17:30	BIM, Dhaka	Md.Rajibul Haque	Tk. 5,000/-

OCTOBER, 2018						
SL No	Title of the Course	Duration	Timing	Venue	Name of Coordinator	Fee (Tk.)
1	Management for New Managers	Oct. 07-11, 2018	17.30- 21.30	BIM, Dhaka	Lamia Farha	Tk. 7,000/-
2	Effective Budget & Budgetary Control	Oct. 07-11, 2018	17:30-21:30	BIM, Dhaka	M. Amenoor	Tk. 7,000/-
3	PPR 2008 & Public Procurement Management	Oct. 07--18, 2018	17:30-21:30	BIM, Dhaka	Md. Aminul Islam.	Tk. 9,000/-
4	Basic Human Resource Management	Oct. 08-12, 2018	17.00-21:30	BIM, Dhaka	Mohammad Mainul Islam	Tk. 7,000/-
5	ICT for Office Management	Oct. 14-25, 2018	17:00-21:30	BIM, Dhaka	S M Ariful Islam	Tk. 9,000/-
6	Bangladesh Labor Act 2006 and Bangladesh Labor Rules 2015	Oct. 15-19, 2018	17.00- 21.30	BIM, Dhaka	Mohammad Mainul Islam	Tk. 7,000/-
7	Public Procurement Management	Oct. 19-21, 2018	09:30-17:30	BIM, Dhaka	Dr. Engr. Mamunur Rashid	Tk. 7,000/-
8	Social Compliance In Relation To Bangladesh Labour Act 2006	Oct. 21-25, 2018	17:30-21:30	BIM, Dhaka	Akhund A. Shamsul Alam	Tk. 7,000/-
9	Training of Trainers (ToT)	Oct. 21-25, 2018	17:30-21:30	BIM, Dhaka	Md. Mahbub ul Alam	Tk. 7,000/-
10	PPR 2008 and Annual Procurement Planning	Oct. 21-25, 2018	17:00-21:30	BIM, Dhaka	Engr. Md. Mehboob Hasan Kallol	Tk. 7,000/-
11	Financial Statement Analysis for Decision Making	Oct. 28-Nov. 08, 2018	17:30-21:30	BIM, Dhaka	Md.Rajibul Haque	Tk. 9,000/-

NOVEMBER, 2018

SL No	Title of the Course	Duration	Timing	Venue	Name of Coordinator	Fee (Tk.)
1	সরকারি অফিস ব্যবস্থাপনা ও দক্ষতা উন্নয়ন	Nov. 02-03, 2018	09:30-17:30	BIM, Dhaka	M. Amenoor	Tk. 6,000/-
2	Intellectual Property Rights (IPRS)	Nov. 03-13, 2018	17:30-21:30	BIM, Dhaka	Mohammad Sayeedur Rahman	Tk. 9,000/-
3	Spreadsheet Analysis with Microsoft Excel	Nov. 12-15, 2018	09:30-13:30	BIM, Dhaka	Farkhunda Dorin	Tk. 6,000/-
4	Leadership Development	Nov. 25-29, 2018	17.30- 21.30	BIM, Dhaka	Lamia Farha	Tk. 7,000/-
5	Human Resources Management: Principles & Practices	Nov. 25-29, 2018	17:30-21:30	BIM, Dhaka	Md. Zafar Ali	Tk. 7,000/-
6	Office Management	Nov. 25-27, 2018	17:30-21:30	BIM, Dhaka	Md. Rabiul Islam Khan	Tk. 6,500/-
7	PPR 2008 and Annual Procurement Planning	Nov. 25-29, 2018	10:00-16:00	BIM, Dhaka	Engr. Md. Mehboob Hasan Kallol	Tk. 8,000/-
8	Brand Management: Incredible Brand Building Strategy	Nov. 26-29, 2018	17:30-21:30	BIM, Ctg	Nirjhar Mazumber	Tk. 7,000/-

DECEMBER, 2018

SL No	Title of the Course	Duration	Timing	Venue	Name of Coordinator	Fee (Tk.)
1	Accounting Software Tally. ERP9	Dec. 07, 08, 14&15, 2018	09:30-17:30	BIM, Dhaka	Tanvir Hossain	Tk. 9,000/-
2	Supply Chain Management	Dec. 20-29, 2018	18:30-21:30	BIM, Ctg.	Engr. Md. Tariqul Islam	Tk. 6,500/-
3	Bangladesh Labor Act 2006 and Bangladesh Labor Rules 2015	Dec. 10-14, 2018	17.30- 21.30	BIM, Dhaka	Mohammad Mainul Islam	Tk. 7,000/-
4	Bangladesh Labor Act 2006 and Bangladesh Labor Rules 2015	Dec. 23, 2018	09.30- 17.30	BIM, Dhaka	Akhund A. Shamsul Alam	Tk. 3,500/-
5	Professional Income Tax & VAT Management	Dec. 23-27, 2018	17:30-21:30	BIM, Dhaka	Tanvir Hossain	Tk. 7,000/-
6	Computer Application in Financial Management	Dec. 29, 2018	09:00-18:00	BIM, Dhaka	Md.Rajibul Haque	Tk. 3,500/-
7	Cyber Security Awareness Workshop	Dec. 11-13, 2018	17:30-21:30	BIM, Dhaka	S M Ariful Islam	Tk. 9,000/-

JANUARY, 2019						
SL No	Title of the Course	Duration	Timing	Venue	Name of Coordinator	Fee (Tk.)
1	Effective Budget & Budgetary Control	Jan. 06-10, 2019	17:30-21:30	BIM, Dhaka	M. Amenoor	Tk. 7,000/-
2	Certificate Course on Effective Marketing and Sales Management	Jan. 06-24, 2019	17:30-21:30	BIM, Dhaka	Dr. Uttam Kumar Datta	Tk. 10,500 /-
3	Effective Team Building	Jan. 07-08, 2019	09.30- 17.30	BIM, Dhaka	Lamia Farha	Tk. 5,000/-
4	Financial Management for Non-Profit Organization	Jan. 13-24, 2019	17:30-21:30	BIM, Dhaka	Tanvir Hossain	Tk. 9,000/-
5	Certificate Course on Human Resource Management (CHRM)	Jan. 20-31, 2019	17:30-21:30	BIM, Dhaka	Shaikh Sajibur Rahman	Tk.9,000/-
6	Digital Marketing	Jan. 20-31, 2019	17:30-21:30	BIM, Dhaka	Nirjhar Mazumber	Tk. 9,000/-
7	Investment Analysis & Portfolio Management	Jan. 27-31, 2019	17:30-21:30	BIM, Dhaka	Md.Rajibul Haque	Tk. 7,000/-
8	Research Methodology with the Application of SPSS	Jan. 27-31, 2019	17:30-21:30	BIM, Dhaka	Md. Mahbub ul Alam	Tk. 7,000/

FEBRUARY, 2019						
SL No	Title of the Course	Duration	Timing	Venue	Name of Coordinator	Fee (Tk.)
1	Financial Management for Executives	Feb. 03-07, 2019	17:30-21:30	BIM, Dhaka	M. Amenoor	Tk 7,000/-
2	Public Service Innovation	Feb. 12-13, 2019	09:30-17:30	BIM, Dhaka	Farkhunda Dorin	Tk. 6,000/-
3	Training of Trainers (ToT)	Feb. 14-18, 2019	17:30-21:30	BIM, Dhaka	Md. Mahbub ul Alam	Tk. 7,000/-
4	Bangladesh Labor Act 2006 and Bangladesh Labor Rules 2015	Feb. 24, 2019	09.30- 17.30	BIM, Ctg	Akhund A. Shamsul Alam	Tk. 3,500/-

MARCH, 2019

SL No	Title of the Course	Duration	Timing	Venue	Name of Coordinator	Fee (Tk.)
1	Brand Management for Effective Marketing	March.03-14, 2019	17:30-21:30	BIM, Dhaka	Dr. Uttam Kumar Datta	Tk. 9,000/-
2	Human Resource Management for New HR Professionals	March.04-15, 2019	17:30-21:30	BIM, Dhaka	Mohammad Mainul Islam	Tk. 9,000/-
3	Effective Managerial Communication	March.06-07, 2019	09.30- 17.30	BIM, Dhaka	Lamia Farha	Tk. 5,000/-
4	Advanced Supply Chain Management	March.10-21, 2019	17:30-21:30	BIM, Dhaka	Md.Aminul Islam	Tk. 9,000/-
5	Bangladesh Labor Act 2006 and Bangladesh Labor Rules 2015	March.17-21, 2019	17.30- 21.30	BIM, Dhaka	Akhund A. Shamsul Alam	Tk. 7,000/-
6	Human Resource Management for Executives	March.21-30, 2019	18:30-21:30	BIM, Ctg.	Engr. Md. Tariqul Islam	Tk. 6,500/-
7	Financial Management & Valuation For Non-Financial Personnel	March.22-23, 2019	09:30-17:30	BIM, Dhaka	Md.Rajibul Haque	Tk. 5,000/-

APRIL, 2019

SL No	Title of the Course	Duration	Timing	Venue	Name of Coordinator	Fee (Tk.)
1	Motivating People at Workplace	April 03-04, 2019	09:30-17:30	BIM, Dhaka	Lamia Farha	Tk. 5,000/-
2	The Art of Effective Selling and Salesmanship	April 19-20, 2019	09:30-17:00	BIM, Dhaka	Dr. Uttam Kumar Datta	Tk. 5,000/-
3	Bangladesh Labor Act 2006 and Bangladesh Labor Rules 2015	April 08-12, 2019	17.30- 21.30	BIM, Dhaka	Mohammad Mainul Islam	Tk. 7,000/-
4	Labour Law for Managers and Executives	April 14-18, 2019	17:30-21:30	BIM, Dhaka	Md. Zafar Ali	Tk. 7,000/-
5	Feasibility Study for Investment Project	April 14-18, 2019	17:30-21:30	BIM, Dhaka	Tanvir Hossain	Tk. 7,000/-
6	ICT for Office Management	April 14-25, 2019	17:00-21:30	BIM, Dhaka	S M Ariful Islam	Tk. 9,000/-
7	Supply Chain Management	April 18-27, 2019	18:30-21:30	BIM, Ctg.	Engr. Md. Tariqul Islam	Tk. 6,500/-
8	Essential Skills for HR Professionals	April 21-25, 2019	17:00-21:30	BIM, Dhaka	Shaikh Sajibur Rahman	Tk. 7,000/-
9	Training of Trainers (ToT)	April 25-29, 2019	17:30-21:30	BIM, Dhaka	Md. Mahbub ul Alam	Tk. 7,000/-
10	Office Management	April 25-27, 2019	17:30-21:30	BIM, Dhaka	Md. Rabiul Islam Khan	Tk. 6,500/-

JUNE, 2019

SL No	Title of the Course	Duration	Timing	Venue	Name of Coordinator	Fee (Tk.)
1	Sales Management	June 23-27, 2019	17:30-21:30	BIM, Dhaka	Nirjhar Mazumber	Tk. 7,000/-

Accounting and Financial Management

INTERNAL AUDIT ON HR

Course Duration : 27-- 28 July, 2018, Sunday & Thursday (02 Days)

Timing : 09:30-17:30

Venue : BIM, Dhaka,

Course Fee : Tk. 5,000/-

Number of Participants : 20

Target Group/Who Should Attend:

1. HR Personnel (any level)
2. Internal/ External Auditor
3. Management / HR Consultants
4. Potential HR Personnel

Eligibility for the Course:

Any individual, graduate from any discipline working in private, public and NGO or self employed (fresh graduates).

Background of the Course:

Internal auditing is independent, objective assurance designed to improve and add value to an organization's operations. HR Audits is a process that is routinely undertaken in companies, but most of organizations do not have dedicated HR resources for audits. Thus the course will help to develop knowledge about HR Audit

Course Objectives

An HR audit involves an objective look at the company's HR policies, practices, procedures and strategies to protect the company, establish best practices and identify opportunities for improvement. An objective review of the company's "current state" can help you evaluate whether specific practice areas are adequate, legal and/or effective. The results can provide decision-makers with the information necessary to decide what areas need improvement.

An HR audit can be structured to be either comprehensive or specifically focused. There are several types of audits, and each is designed to accomplish different objectives. Some of the more common types are:

Compliance: Focuses on how well the company is complying with policy-procedures, present international and local laws and regulations.

Best Practices: Helps the organization maintain or improve a competitive advantage by comparing its practices with those of companies identified as having exceptional HR practices.

Strategic: Focuses on the strengths and weaknesses of systems and processes to determine whether they align with the HR department's and/or the company's strategic plan.

Function-Specific: Focuses on a specific area in the HR function (e.g., payroll, performance management, records retention, etc.).

This course will help participants to be conversant in every area of HR Audit Preparation and Conduction.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1.	Inauguration, Registration ,Objective of HR Audit	1	
2.	Scope of HR Audit	1	Lecture
3.	Approaches to HR Audit	1	Lecture, Exercise, group work
4.	Benefits of HR Audit	1	Lecture, group work
5.	Area of HR Audit	2	Lecture
6.	Steps & Process of HR audit	2	Lecture
7.	Methods of HR Audit	1	Lecture, group work
8.	Critical areas to be addressed for HR Audit preparation	1	Lecture, group work
9.	HR Audit Check List	2	Lecture, Exercise, group work
10.	Tools to be used in HR Audit	1	Lecture, Exercise, group work
11.	Questions for interview during HR Audit	1	Lecture, Exercise, group work
12.	HR Audit Report writing	1	Lecture, Exercise, group work
13.	Certificate awarding and course closing and evaluation	1	Lecture, Exercise, group work
	Total contact hour	16	

Co-ordinator : Md. Manzur Hossain

Mobile : 01818063135

E- mail : manzurmmh@yahoo.com

ACCOUNTING SOFTWARE TALLY. ERP 9

Course Duration : Aug 03-04, 10-11, 2018 & Dec 07-08, 14-15, 2018 (04 Days),
Timing : 17:30-21:30, Venue :BIM, Dhaka
Course Fee : Tk. 9,000/-
Number of Participants : 20

Target Group/Who Should Attend:

- Professional Accountants who are to implement a full set of accounting system in an organization.
- Presently involved in accounting job but seeking a better job or promotion/ Business Graduate would like to build up career in the file of Finance.
- Freelancers who want to work with Tally. ERP 9 Including Accounting, Inventory & Payroll.
- Who are planning to migrate in Canada/Australia/UK
- Who are planning to study and need a part time job in Canada/Australia/UK
- Who is jobless but looking for a better job in Accounts or Finance Department?
- Top management who needs to learn basic accounting as well as review financial reports

Eligibility for the course:

Officers and staff of the Government, Semi Government, Autonomous, Semi-Autonomous, NGO, INGO, Corporates, Multinational, Bilateral Organizations.

Background of the Course:

Course Objectives

- Introducing with computerized accounting systems.
- Improve skills on Professional Accounting Practices
- Keep ahead yourself than others by learning an International Branded Accounting Software.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

	Session Title	Duration (hr)	Training Methods
1	Phase-I What is Book Keeping? What is an Account? What is Double – Entry System of Book Keeping? Explain the term transaction, What is journal entry? What is Contra Entry? What is Journal Voucher? Explain the word Liability ,Explain the word assets, Books of Accounts, Definition of Indirect Exp / Indirect Income, Definition of Direct Exp / Direct Income, What is debit?, What is credit?, Difference between Journal voucher / Journal entry.	6	Lecture
2	Phase-II Golden rules of Accounting	2	Lecture
3.	Phase -III Accounting Software Why use Tally to maintain Account Advantage over manual Accounting	2	Lecture
4.	Phase- IV Creation of Company / Accounts only? Accounts with Inventory, Alter the company, Creation of password / security, Opening the company making it active, Creating ledger A/c, Altering individual ledger a/c, Viewing / Altering multiple ledger on screen, Inventory creation / Altering stock group /stock items,	6	Practical Lab Session/ Case Study
5.	Phase -V Entering Voucher, Payment voucher / Receipt Voucher / Contra voucher / Journal voucher, Purchase voucher / Sales voucher / Purchase return / Sales Return, Purchase Order / Sales order / Stock Journal voucher / physical, Stock voucher / Rejection out voucher / Rejection In voucher,	6	Practical Lab Session/ Case Study
6.	Phase- VI Easy Access to the various Books of Account, Cash Book / Bank Book / Purchase Book / sales Book /Journal voucher book / Debit Note book / Credit Note Book, Day Book / Ledger Book	5	Practical Lab Session/ Case Study
7.	Phase –VII Automatic Creation of Financial Accounting Statement, Trial Balance, Trading A/c, Profit & Loss A/c, Balance Sheet, Stock Summary, Ratio Analysis	4	Practical Lab Session/ Case Study
	Total contact hour	32 hrs	

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FINANCIAL MANAGEMENT FOR EXECUTIVES

Course Duration : August 05 - 09, 2018 & Feb 03 - 07, 2019 (05 Days),

Timing : 17:30-21:30

Venue : BIM, Dhaka

Course Fee : Tk. 7,000/-

Number of Participants : 20

Target Group/Who Should Attend:

For all financial managers and executives in every functional management area and industry. The financial management tools help enhances your financial acumen, decision and strategy management effectiveness.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self employed.

Background of the Course:

- Whose are decision maker and the impact on the company's profitability
- Whose are uses financial management tools to diagnose the financial health of business
- Whose are uses financial management tools to evaluate projects financial viability & enhance shareholders wealth &
- Become a more effective business manager.

Course Objectives

Learn financial management techniques to enhance your business analytical, risk management and decision making skills. You will need these critical skills to effectively manage your business going forward from this global recession and financial crisis.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1.	Understand Basic Financial Statements and Terminology	2	Lecture
2.	Balance sheet-assets, equity and liability	1	Lecture
3.	Profit and loss account-matching revenues to expenses Accruals accounting-Difference between profits and cash	1	Lecture, group discussion
4.	Understanding How Financial Management supports effective business strategy Using Financial Ratios to evaluate the financial health of a business <ul style="list-style-type: none"> - profitability ratios, liquidity ratios - management effectiveness ratios - financial risk ratio - stock market ratios & investors return on investment ratios - using real multinational companies ratios for discussion and learning 	8	Lecture, Exercise, group work
5	Sources of Business Funding – Equity and Debt Capital <ul style="list-style-type: none"> - Cost of equity capital, Cost of debt capital - Debt capital and taxation - Weighted average cost of capital (WACC) Gearing and the impact on the Weighted Cost of Capital 	4	Lecture, Exercise, group work
6.	Capital/ Project Investment Evaluation Techniques <ul style="list-style-type: none"> - return on investment (ROI), pay back - net present value (NPV) of discounted cash flows (DCF) - how effective WACC management can impact NPV and project profitability - NPV and maximizing shareholders wealth - Internal rate of return (IRR) - Project sensitivity analysis - Understand capital market - Capital market, how to arise fund from capital market - Techniques of floating IPO 	4	Lecture, Exercise, group work
	Total contact hour	20	

Co-ordinator : M. Aminoor

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PRACTICAL INCOME TAX & VAT MANAGEMENT

Course Duration : Sept 23 - Oct. 04, 2018 (10 Days)

Timing : 09:30-17:30

Venue : BIM, Dhaka

Course Fee : Tk. 9,000/-

Number of Participants: 20

Target Group/Who Should Attend:

The course is suitable for mid and junior level executives from all areas of management as well as income tax practitioners.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self employed (fresh graduates).

Background of the Course:

Knowledge of tax & VAT is essential for people engaged in any type of organizational activity. Tax & VAT is a cost on activities and tax compliance is the most common area where business and government come into contact. Thus the course will help to develop knowledge about Income Tax & VAT

Course Objectives

The purposes of this course are designed to develop the structural knowledge and skill of the participants regarding all aspects of Income Tax & VAT. It will enable participants to acquire a thorough understanding of the Income Tax Ordinance 1984 as amended up-to-date & The Value Added Tax 1991 of individuals, firms, companies, NGOs etc.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

	Session Title	Duration(hr)	Training Methods
	Inauguration, Registration	30 min	
1	Income Tax: <ul style="list-style-type: none"> - A brief history of income tax law in Bangladesh. - Scope of income tax law. - Classification of Assessee - Classification of Income - Income year and assessment year. - Tax rates and tax return. - Heads of income 	7	Lecture, Exercise, group work
2	Computation of Taxable Income from: <ul style="list-style-type: none"> - Salaries & Provident Funds - Interest on Security - House Property - Agriculture - Business or Profession - Capital Gain - Income from other Sources - Advance Income Tax (AIT) - Tax Deducted at Source (TDS). - Return of income - Assessment, Appeal, Tribunal and References. - Computation of tax – Individual, Firm, Company and NGO. 	22	Lecture, Exercise, group work
3.	Value Added Tax <ul style="list-style-type: none"> - A brief history of VAT law in Bangladesh. - How does VAT work & value addition - VAT- able Products & Services - VAT exemption - VAT calculation - Truncated base & VAT Tax Source - Form Mushak. 	10	Lecture, Exercise, group work
	Certificate awarding and course closing and evaluation	30 min	
	Total contact hour		

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EFFECTIVE BUDGET AND BUDGETARY CONTROL

Course Duration : October 07 - 11, 2018 & January 06 -10, 2019 (05 Days)
Timing : 17:30-21:30
Venue : BIM, Dhaka
Course Fee : Tk. 7,000/-
Number of Participants: 20

Target Group/Who Should Attend:

Budget, Treasury, Finance, Accounts, Admin and HR Managers/ Officers.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self employed.

Background of the Course:

-Become a more Effective budget and budgetary control manager.

Course Objectives

Effective budget and budgetary control in the public and private sectors.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1.	- Overview of Budgeting and Budgetary Control	2	Lecture
2.	- Budget Preparation: Techniques(Govt.)	2	Lecture, group discussion
3.	- Budget Preparation: The Modern Tools - Utilizing Information Technology in Budget Preparation(Private)	4	Lecture, Case Study & Group Discussion.
4.	- Budget Preparation: Procedures and Processes	4	Lecture, Case Study & Group Discussion.
5.	- Budget Control Measures	4	Lecture, Exercise, group work
6.	- Budget Evaluation and Review - Cases and Exercises.	4	Lecture, Case Study & Group Discussion.
	Total contact hour	20	

Co-ordinator : M. Aminoor
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FINANCIAL STATEMENT ANALYSIS FOR DECISION MAKING

Course Duration : October 28-November 8, 2018 (10 Days)
Timing : 17:30-21:30
Venue : BIM, Dhaka
Course Fee : Tk. 9,000/-
Number of Participants: 20

Target Group/who should attend:

The course is suitable for personnel who are working as Finance Executives, Accountants, Planners, Engineers, Production Managers and Management Decision Makers. Graduates can apply upon fulfilling certain condition.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self employed.

Background of the course:

Financial statement analysis (or financial analysis) is the process of reviewing and analyzing a company's financial statements to make better economic decisions. These statements include the income statement, balance sheet, statement of cash flows, and a statement of changes in equity. Thus, financial statement analysis is a method or process involving specific techniques for evaluating risks, performance, financial health, and future prospects of an organization.

Course Objectives

The course is designed to equip the participants with the knowledge and skill of analyzing and interpreting financial statements of an organization in terms of its strengths and weaknesses. The course would enable the participants to help the management improve enterprise performance through proper planning and appropriate decision making on strategic corporate issues of the organization.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

	Session Title	Duration (hr)	Training Methods
1.	Inauguration, Registration, Sharing course outline.	1	
2.	An overview of Accounting and Finance. Overview of Financial Management and Major Decision Making. Overview of the Financial Statements	4	Lecture, group discussion
3.	Recording and reporting system of Financial Statements. Financial Statements Preparation Analyzing Annual Report Cash flow Statement Preparation	8	Lecture, Exercise, group work
4.	Analyzing financial statement to determine business performance Different types of Financial Statements Statements of Nonprofit organizations Accounting information for management planning & control	6	Lecture, Exercise, group work
5.	Financial Analysis Horizontal and Vertical Analysis External analysis —competitors, customers and suppliers Internal analysis —liquidity, cash flow and performance Evaluating alternative analysis strategies	8	Lecture, Exercise, group work
6.	Management: Planning and Decision Investment Decision and Evaluation Time value of money/Discounted Cash flow Analyses The Payback Period Net Present Value(NPV) The Profitability Index(PI) Exercise on Investment decisions Capital Structure Decision Short Term Financing Decision CVP analyses Long-Term Financing Decisions	8	Lecture, Exercise
7.	Raising of Capital in the corporation Dividend Policy Short Term Financing Decision Operating cycle and cash cycle Future Action Plan on the basis of findings.	4	Lecture, Exercise, group work
8.	Certificate awarding and course closing and evaluation	1	
	Total contact hour	40	

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PROFESSIONAL INCOME TAX & VAT MANAGEMENT

Course Duration : Dec 23 - 27, 2018 (05 Days)
Timing : 17:30-21:30,
Venue : BIM, Dhaka
Course Fee : Tk. 7,000/-
Number of Participants : 20

Target Group/Who Should Attend:

An Individual desirous of knowing the basics of INCOME TAX can attend the course. Junior and mid-level executives of businesses, offices and industries dealing with INCOME TAX, finance, audit, inventory, management, procurement, HR, supply chain can attend the course. Career beginners in those areas can attend the course. Senior level managers and owners of industries and businesses can attend the course to obtain basic knowledge to lead their team in better ways. Those desirous of beginning their careers in private sector can attend the course. INCOME TAX officials and employees can attend the course. Practitioners of Audit and Accounting Firms, Law Firms, Consultants and others can attend the course.

Eligibility for the course:

Officers and staff of the Government, Semi Government, Autonomous, Semi-Autonomous, NGO, INGO, Corporates, Multinational, Bilateral Organizations.

Background of the Course:

The objective and purpose of this course is to provide the participants basic knowledge regarding INCOME TAX & VAT. Participants can develop a synoptic view of the INCOME TAX & VAT system and on that basis they would be able to perform their INCOME TAX & VAT related jobs themselves. Without basic INCOME TAX & VAT knowledge, facing an INCOME TAX & VAT related problem, anybody becomes confused and worried. On completion of the course, the participants will get knowledge to understand their problems, to do their jobs themselves and to help others in INCOME TAX & VAT matters. Thus, they will be able to run the fiscal management in their organizations in far better way; protect their organizations from future troubles; and would be able to develop their career in finance, INCOME TAX and management areas.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1	Computation of Tax; Income from Salary	3	Case Studies/ Lecture
2	Computation of Tax; Income from Interest on Security	2	Case Studies/ Lecture
3	Computation of Tax; Income from House Hold Property	1	Case Studies/ Lecture
4	Computation of Tax; Income from Agriculture	1	Case Studies/ Lecture
5	Computation of Tax; Income from Business or Profession	2	Case Studies/ Lecture
6	Computation of Tax; Income from Capital Gain	1	Case Studies/ Lecture
7	Computation of Tax; Other Sources	1	Case Studies/ Lecture
8	Treatment of Advance Income Tax and Tax deducted at Source	2	Case Studies/ Lecture
9	Computation of Tax; Individual, Firm and Company and NGO.	2	Case Studies/ Lecture
10	Define Value-Added- Tax (VAT) and discover how VAT works.	1	Case Studies/ Lecture
11	Identify the risks behind improper VAT management.	2	Case Studies/ Lecture
12	Recognize how to plan your VAT balance		Case Studies/ Lecture
13	Prepare to pass a VAT audit successfully		Case Studies/ Lecture
14	Revise and improve your own VAT registration process		Case Studies/ Lecture
15	VAT definition, history and terminology		Case Studies/ Lecture
16	Examples of how to record VAT		Case Studies/ Lecture
17	Potential red flags around VAT treatment		Case Studies/ Lecture
18	Tips on audit compliance		Case Studies/ Lecture
	Total contact hour	16 hrs	

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COMPUTER APPLICATION IN FINANCIAL MANAGEMENT

Course Duration : December 29, 2018: (Day long)
Timing : 09.00 – 18:00 hrs
Venue : BIM, Dhaka
Course Fee : 3,500/-
Number of Participants: 20

Target Group/who should attend:

Individuals from different profession & fresh graduates can attend the course.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self employed (fresh graduates).

Background of the course:

MS Excel is a necessary tool to perform official tasks effectively and efficiently. Data management, using accounting information and time bound reporting become easier using formula and functions of MS Excel. Thus people need to acquire basic and practical information regarding the Computer Application in Financial Management.

Course Objectives

The major objective of the course is to help individual and institutional participants from different profession to understand basic computer application (MS Excel) for financial management. Through this course the participants will be able to enhance knowledge about financial formulas, Data management & planning and Designing reports using MS Excel. The course will also provide a brief idea about business presentation using Power point.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1	Inauguration, Registration, Sharing course outline.	1	
2	Financial formulas in MS Excel.	1	Lecture, Exercise, group work
3	Logic Functions.	2	Lecture, Exercise, group work
4	V-lookup, H-lookup and other useful tools for FM	1	Lecture, Exercise, group work
5	Consolidation of Financial Statements using excel	1	Lecture, Exercise, group work
6	Depreciation	45 min	Lecture, Exercise, group work
7	What if analysis	45 min	Lecture, Exercise, group work
8	Use of Pivot Table.	30 min	Lecture, Exercise, group work
9	Certificate awarding and course closing and evaluation	1	
	Total contact hour	09	

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FINANCIAL MANAGEMENT FOR NON-PROFIT ORGANIZATION

Course Duration	: Jan 13 - 24, 2019 (10 Days)
Timing	: 17:30-21:30,
Venue	: BIM, Dhaka
Course Fee	: Tk. 9,000/-
Number of Participants	: 20

Target Group/Who Should Attend:

The course is suitable for personnel all level of the Management, Executive/ Officer, Manager, Program Manager, Finance officer, Admin officer, Program Officer, HR people, Accounts Personnel, Doctor, Engineer, and Social Worker and any other people, who would like to build up Career as Nonprofit finance manager or Financial management specialist for the NGO sectors.

Eligibility for the course:

Officers and staff of the Government, Semi Government, Autonomous, Semi-Autonomous, NGO, INGO, Corporates, Multinational, Bilateral Organizations.

Background of the Course:

The course is designed to develop the knowledge and skill of the participants with regard to the various types of Book Keeping (Vouching), Internal Control, Inventory Management, Fund Management (Cash & Bank), Preparation of Financial Statement (Journal, Ledger, Trial Balance, Bank Reconciliation, Balance Sheet, and Analysis of Financial Statement), Procurement Management, Fixed Asset Management, Preparation of Budget & Budgetary Control, Donor Reporting and How to get donor happy, Income Tax & Vat Management, Assessment of Income Tax under ordinance 1984.

- Clarify the basics of Accounting & Book Keeping systems
- Record Organizational Transactions
- Manage its cash and bank
- Prepare Financial Statements
- Forecast cash flow
- Develop financial Budget
- Develop Skills on Managing procurements and assets
- Manage the financial risk of the organization effectively.
- Manage Auditing
- Monitor Financial process
- Clarify Vat and Income Tax Procedure

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

	Session Title	Duration (hr)	Training Methods
1	- Books of Accounts & Reporting.	4	Lecture/ Case Studies/ Role Play
2	- Concept of Financial Management	4	Lecture/ Case Studies/ Role Play
3	- Cash & Bank Management. (Petty cash, Advance Management, Bank Register)	4	Lecture/ Case Studies/ Role Play
4	- Action in Accounting (Accounting Cycle, Functions)	4	Lecture/ Case Studies/ Role Play
5	- Budget & Budgetary Control.	4	Lecture/ Case Studies/ Role Play
6	- Procurement Management.	6	Lecture/ Case Studies/ Role Play
7	- Inventory Management.	4	Lecture/ Case Studies/ Role Play
8	- VAT & Tax and Revenue Stamp.	4	Lecture/ Case Studies/ Role Play
9	- Return submission to NBR for Individual.	8	Lecture/ Case Studies/ Role Play
10	- Financial Proposal Writing for project	4	Lecture/ Case Studies/ Role Play
11	- Grant Management	4	Lecture/ Case Studies/ Role Play
12	- Multi donor fund management and Donor Negotiation.	4	Lecture/ Case Studies/ Role Play
	Total contact hour	60 hrs	

Co-ordinator : Tanvir Hossain

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INVESTMENT ANALYSIS AND PORTFOLIO MANAGEMENT

Course Duration : January 27-31, 2019, (5 Days), Timing: 17:30-21:30

Venue : BIM, Dhaka,

Fee : Tk. 7,000/-

Number of Participants : 20

Target Group/who should attend:

Executives, Midlevel Managers and individuals from different profession are the suitable participants for the course.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self employed.

Background of the course:

Capital Market is a significant source of equity financing and provides various investment opportunities to investors. Investment analysis and portfolio management course is designed to develop market knowledge and understanding of direct financing to stimulate the long term sustainable economic development. Thus the course is to study how investors (both retail and institutional) can construct and manage portfolios.

Course Objectives

The major objective of the course is to help individual and institutional participants from different profession to understand portfolio management and the process of selecting investment options systematically considering diversification. Through this course the participants will be able to depict a clear view about asset allocation and portfolio management, not only in the financial markets but also in the real business world.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

	Session Title	Duration (hr)	Training Methods
1.	Inauguration, Registration, Sharing course outline.	30 min	
2.	Investment Concept	1	Lecture, group discussion
3.	Risk & return consideration for selecting Portfolio management, methodology and diversification.	2.5	Lecture, group work
4.	Fundamental analysis Portfolio management and diversification. Portfolio-Markowitz model and Efficient portfolio Fundamental Analysis	4	Lecture, Exercise, group work
5.	Valuation Techniques & Portfolio Selection Process	1	Excel based worksheet analysis
6.	Identifying the best portfolio based on investment capacity Sector Selection, Portfolio Construction & Top Down Approach	3	Lecture, group work, Excel based worksheet analysis
7.	Portfolio Evaluation & Portfolio Revision Other investment options and Mutual Fund	4	Lecture, group work, Excel based worksheet analysis
8.	Technical analysis & optimization theory Working with changes & challenges	3	Lecture, Exercise using Software / Excel
9.	Certificate awarding and course closing and evaluation	1	
	Total contact hour	20	

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FINANCIAL MANAGEMENT & VALUATION FOR NON-FINANCIAL PERSONNEL

Course Duration : March 22-23, 2019, (2 Days)

Timing : 09:30-17:30

Venue : BIM, Dhaka.

Course Fee : Tk. 5,000/-

Number of Participants: 20

Target Group/who should attend:

Executives, Midlevel Managers and individuals from different profession are the suitable participants for the course.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self employed.

Background of the course:

A number managers & executives have to involve in financial decision-making process of organization though they are not finance graduate. A number of students wish to pursue careers as management accountants, management consultants, or those contemplating careers in areas such as investment banking and financial analysis. This course will allow nonfinancial personnel to equip with financial management knowledge and tools of practical corporate valuation to take decision.

Course Objectives

Learn financial management issues and techniques to enhance your business performance, risk management and decision-making skills. Business valuation and wealth maximization approach will improve decision making ability

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

	Session Title	Duration (hr)	Training Methods
1.	Inauguration, Registration, Sharing course outline.	1	
2.	Financial Management: Business strategy and Forecasting Technique Financial Statements and Financial Health	1	Lecture, group discussion
3.	Sources of Business Funding – Equity and Debt Capital <ul style="list-style-type: none"> • Cost of equity capital, Cost of debt capital • Debt capital and taxation • Weighted average cost of capital (WACC) 	6	Lecture, group work
4.	Project /Investment Evaluation Techniques (Using Excel) <ul style="list-style-type: none"> • Return on investment (ROI), • Discounted Pay Back Period • Net Present value (NPV) of discounted cash flows (DCF) • How effective WACC Management can impact NPV and project profitability • NPV and maximizing shareholders wealth • Internal rate of return (IRR) Valuation DCF and relative valuation model	7	Lecture, Exercise, group work
9.	Certificate awarding and course closing and evaluation	1	
	Total contact hour	16	

Co-ordinator : Md. Rajibul Hoque

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FEASIBILITY STUDY FOR INVESTMENT PROJECT

Course Duration : April 14 - 18, 2019 (05 Days)
Timing : 17:30-21:30,
Venue : BIM, Dhaka
Course Fee : Tk. 7,000/-
Number of Participants : 20

Target Group/Who Should Attend:

This program is for people who design, select, negotiate, or finance projects, and for those who are interested in the financial, economic and social impacts of these projects. It is of special interest to professionals in government ministries and public enterprises; banks (private and public) and financial institutions; investment analysis; international development agencies, individual and corporate investment; private management, engineering and business consulting firms; public-private partnerships (PPPs); regulatory Institutions; and International aid agencies.

Eligibility for the course:

Officers and staff of the Government, Semi Government, Autonomous, Semi-Autonomous, NGO, INGO, Corporates, Multinational, Bilateral Organizations.

Background of the Course:

Course Objectives

- To give an understanding about technical issues of project feasibility and appraisal study.
- To provide the participant a good understanding of the science of project feasibility/ appraisal study and rules and rules and methods involved with project management
- To achieve primary skills to formulate, evaluate and manage project.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

	Session Title	Duration (hr)	Training Methods
1.	- Definition, objectives, scope & types of appraisal,	3	Lecture
2.	- Derivation of cash flow,	3	Lecture
3.	- Discounting Technique, NPV, B/C ratio & IRR,	3	Case Studies/ Practical session
4.	- Financial Appraisal, Economic Appraisal,	2	Case Studies/ Practical session
5.	- Technical Appraisal,	2	Case Studies/ Practical session
6.	- Service sector project appraisal,	2	Lecture
7.	- Demand forecasting,	2	Case Studies/ Practical session
8.	- Environmental impact assessment, (EIA)	2	Lecture
9.	- Economic valuation of environmental impact on development project, \	2	Lecture
10.	- Sensitively Analyses, Stakeholder Analysis,	2	Case Studies/ Practical session
11.	- Preparation of DPP/TPP	4	Case Studies/ Practical session
	Total contact hour	24	

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GENERAL MANAGEMENT

MOTIVATING PEOPLE AT WORKPLACE

Course Duration : 23- 24 July 2018, 2 Days
03-04 April 2019, 2 Day

Timing : 09.30 -17.30

Venue : BIM, Dhaka

Course Fee : Tk. 5,000/-

Number of Participants : 20

Target Group/who should attend:

This course is suitable for all level of managers and executives employed in Government, Semi Government, NGO, INGO, Autonomous, Semi-autonomous, Multinational Companies and Corporate Offices.

Eligibility for the course:

Any individual, graduate from any discipline working in Government, Semi Government, NGO, INGO, Autonomous, Semi-autonomous, Multinational Companies and Corporate Offices or self-employed.

Background of the course:

This course is designed for managers at all levels looking to enhance their own and their people's motivation, performance and engagement in the workplace.

Course Objectives:

This course will provide workable techniques to help you become an inspiring leader, creating a shared vision for the people around you and understanding how to effectively inspire and motivate individuals and teams. After Completion of the course the participants will be able to:

- Define motivation and how it impacts on performance
- How to develop a greater sense of autonomy
- Explain motivational theories and how to apply them in workplace
- What are the elements holding back your organization's performance and learn how to overcome them
- Explain how fear and desire affect employee motivation
- Incorporate techniques to create a motivational climate
- Techniques to improve employee engagement and motivation
- How to align personal and organizational purpose
- How to conduct your own and your team's continuous personal performance reviews

Evaluation Method:**Learning level** -Class participation & class performance.**Reaction Level:** Training evaluation.**Course Outline**

#	Session Title	Duration (hr)	Training Methods
1	Inauguration, Registration, Sharing course outline. Understanding the Concept of Motivation & its impact on Performance Factors of Motivation	2	Lecture, Individual Exercise, Group Discussion
2	Approaches to Motivation & how to apply them in workplace	1.5	Lecture, Group Discussion
3	Role of Leader	1.5	Lecture, Exercise, Group Work
4	Exercise on fear & desire affect employee motivation	1	Lecture, Case Study, Discussion
5	Counseling Employee	1	Lecture, Group Discussion
6	Role of Communication	1.5	Lecture, Exercise
7	Processes that increase motivation and engagement. Techniques to Create a motivational climate Motivational Checklist	2.5	Lecture, Exercise, Group Work
8	Certificate awarding and course closing and evaluation	1	All non participatory methods
	Total contact hour	12	

Co-ordinator : Lamia Farha**Mobile** : 01711-221226**E- mail** : lfarha20@gmail.com

TOTAL QUALITY MANAGEMENT

Course Duration : 2-4 August 2018, 03 Days (including holidays)

Timing : 09:00-17:30

Venue : BIM, Dhaka

Course Fee : Tk.7,000/-

Number of Participants: 20

Target Group/who should attend:

This course is suitable for all level of managers and executives employed in Public sector, NGOs, Private and others organizations who are responsible for total qualitymanagement and willing to develop their career as professional on total quality management.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self-employed.

Background of the course:

The purpose of this training course is to provide competency based training to enable participants to develop a comprehensive understanding of the knowledge and skills about the modern system of management process and how to deal with the competitive market by going through the legal procedures of the business policies for improving productivity, fitness for use and competitiveness by total quality management.

Course Objectives

The course is designed to provide the concepts and techniques of total quality management (TQM). It is expected that after the successful completion of the course, participants will be able to:

- Understand the theoretical fundamentals of the quality management.
- Give a general description of the quality management using, as appropriate, typical examples.
- Understand and interpret the analysis results and apply knowledge in a practical manner.
- Understand the mechanism of adoption, monitoring and institutionalization of TQM.
- Gain insight to procedural aspects of obtaining certification is ISO 9001:2015.
- Get familiar with the methodology of Total Quality Management (TQM) and to help assess enterprises through ISO 9001:2015.

Evaluation Method:

Learning level - Pre-test and posttest.

Reaction Level - Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1	Inauguration, Registration, Sharing course outline.	1	
2	Concept of Quality in the Emerging Scenario of TQM.	2	Lecture, group discussion
3	Role of Standardization in TQM.	3	Lecture, Exercise, group work
4	Step by step approach for ISO 9001:2015	3	Lecture, Exercise, group work
5	QC Problem Solving Approach	3	Lecture, group discussion
6	Quality Circle; Kaizen	3	All non-participatory methods
7	Hazard Analysis for Risk based thinking	3	Lecture, Exercise, group work
8	Technological Innovation and Management	2	Lecture, Exercise, group work
9	Certificate awarding and course closing and evaluation	1	
	Total contact hour	21hrs	

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সরকারি অফিস ব্যবস্থাপনা ও দক্ষতা উন্নয়ন

Course Duration : September 14 - 15, 2018 & November 02 – 03, 2018 (02 Days)
Timing : 09:00-17:00
Venue : BIM, Dhaka
Course Fee : Tk. 5,000/-
Number of Participants : 20

Target Group/Who Should Attend:

সরকারি/স্বায়ত্বশাসিত/ প্রকল্প/আধা-সরকারি/ কর্পোরেশন ইত্যাদি প্রতিষ্ঠানে নিয়োজিত মধ্যম ও কনিষ্ঠ পর্যায়ের কর্মকর্তা ও কর্মচারীগণ।

Eligibility for the course:

সরকারি চাকরিতে নতুন নিয়োগ প্রাপ্ত মধ্যম ও কনিষ্ঠ পর্যায়ের কর্মকর্তা ও কর্মচারীগণ।

Background of the Course:

সরকারি প্রতিষ্ঠানে কর্মরত কর্মকর্তা ও কর্মচারীদের দক্ষতা বৃদ্ধি।

Course Objectives

সরকারি প্রতিষ্ঠানে কর্মরত কর্মকর্তা ও কর্মচারীদের দক্ষতা বৃদ্ধি।

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1.	অফিস ব্যবস্থাপনা	2	বক্তৃতা, আলোচনা
2.	নথি ব্যবস্থাপনা	3	বক্তৃতা, আলোচনা, অনুশীলন
3.	রেকর্ড ব্যবস্থাপনা ও দাপ্তরিক সুযোগ সুবিধাদি	2	বক্তৃতা, আলোচনা
4.	সভা ও দাপ্তরিক যোগাযোগ	2	বক্তৃতা, আলোচনা
5.	সরকারি কর্মচারী (আচরণ) বিধিমালা ১৯৭৯	3	বক্তৃতা, আলোচনা, ঘটনা বিশ্লেষণ ইত্যাদি।
6.	সরকারি কর্মচারী (শৃঙ্খলা ও আপীল) বিধিমালা ১৯৮৫	3	বক্তৃতা, আলোচনা, ঘটনা বিশ্লেষণ ইত্যাদি।
7.	গণকর্মচারী শৃঙ্খলা (নিয়মিত উপস্থিতি) অধ্যাদেশ, ১৯৮২	1	বক্তৃতা, আলোচনা
Total contact hour		16	

Co-ordinator : M. Aminoor
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EFFECTIVE BUSINESS COMMUNICATION

Course Duration : September 26-27, 2018, 2 Days
Timing : 09.30 - 17:30
Venue : BIM, Dhaka
Course Fee : 5,000/-
Number of Participants: 20

Target Group/who should attend:

Executives, Midlevel Managers and individuals from different profession are the suitable participants for the course.

Eligibility for the course:

Any individual, graduate from any discipline working or seeking job can apply.

Background of the course:

Effective communication skill is the most significant tool to depict both Personal and professional Success. This course will help to unlock the secrets of business success by crafting language and nonverbal communication to convey shared meanings and remote professional relationships. Thus the course will help to perform audience analysis, developing you view point, you attitude, writing good news, routine, natural, negative, persuasive message and business report writing.

Course Objectives

The course is aimed to enhance managerial expertise to attain targets through effective communication. The participants will be able to learn and develop winning mindset towards successful communication. Strategic process for developing interpersonal and dynamic presentation skills will be emphasized throughout course.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1.	Inauguration, Registration, Sharing course outline.	30 min	
2.	Identifying the ways of Communication. Communication Process. Significance of effective communication	1	Lecture, group discussion, Video tutorial
3.	Difference between Communication process and Communication vehicle	2	Lecture, group discussion
4.	Barriers of Communication.	1	Lecture, Video tutorial
5.	Audience Analysis.	1.5	Lecture, group discussion
6.	Developing You View Point and You Attitude.	2	Lecture, Exercise, Video tutorial
7.	Writing good news, routine, natural, negative and Persuasive message.	2	Lecture, Exercise, group work
8.	Outline and Business Report writing.	1	Lecture, group work
9.	E-mail and formal communication.	1	Lecture, group discussion
10.	Role of Nonverbal communication	1	Lecture, group discussion
11.	Overcoming Fear and preparation of presentation. Business Meeting and presentation.	1	Lecture, Video tutorial
12.	Resume writing and Cover Letter Using Social Media for Success	1	Lecture, group work
13.	Certificate awarding and course closing and evaluation	1	
	Total contact hour	16	

Co-ordinator : Md. Rajibul Hoque
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MANAGEMENT FOR NEW MANAGERS

Course Duration : 07-11 October 2018, 5 Days

Timing : 17.30-21.30

Venue : BIM, Dhaka

Course Fee : Tk. 7,000/-

Number of Participants: 20

Target Group/who should attend:

This course is suitable for managers and executives at entry level and mid-level employed in Government, Semi Government, NGO, INGO, Autonomous, Semi-autonomous, Multinational Companies and Corporate Offices.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self-employed.

Background of the course:

This course is designed for new managers within an organization, team leaders and supervisors that need development in the management discipline, specialists who are moving or have moved into management roles & anyone who wants to enhance their management skills.

Course Objectives:

After Completion of the course the participants will be able to:

- Understand what is required of you as a manager
- Learn the skills needed to manage people and teams
- Gain an understanding of broader business issues
- Make yourself more valuable to your company
- Network with other professionals

Evaluation Method:

Learning level –pre-test & post-test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1.	Inauguration, Registration, Sharing course outline. Understanding the Concept of Management & Role of a Manager Management vs. Leadership	2.5	Lecture, Individual Exercise, group discussion
2.	Strategic and Operational Planning and Implementation	2	Lecture, group discussion, Exercise
3.	Change Management	1.5	Lecture, Exercise
4.	Motivation	2	Lecture, Case study, Discussion
5.	Communication	1.5	Lecture, Exercise
6.	Conflict Management	1.5	Lecture, Case Study, group discussion
7.	Basic Accounting	2	Lecture, group work
8.	Financial Management	2	Lecture, group work
9.	Recruitment & selection	1.5	Lecture, group discussion
10.	Performance Appraisal	1.5	Lecture, group discussion
11.	Implementing Disciplinary Action	1	Lecture, Case Study
12.	Certificate awarding and course closing and evaluation	1	All non participatory methods
	Total contact hour	20	

Co-ordinator : Lamia Farha
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OFFICE MANAGEMENT

Course Duration : **November 25-27, 2018** (03 Days)

April 25-27, 2019 (03 Days)

Timing : 17:30 – 21:30

Venue : BIM, Dhaka

Course Fee : Tk. 6,500/-

Number of Participants : 20

Target Group/Who Should Attend:

Entry and Mid Level Officials of Government and Corporate Offices.

Eligibility for the Course: Government and non-government Officials.

Background of the Course

This is a dedicated specialized program designed to foster strategic thinking and develop the skill set required to manage and carry out the proper functioning of offices. This course aims to provide delegates with an in-depth insight into the processes of office management, file management, time management, leadership and entrepreneurship as well as how best to maintain it. A key element of the program is a focus on practical application, using a wealth of experience and state-of-the-art practical examples of leading-edge office management. Every year each govt. and non govt. organization recruit huge number of employee who have an immense requirement of knowledge regarding office management. In this context the course has been designed and prepared to cater.

Course Objectives

The aim of this course is to develop the knowledge, skills and attitude of the participants needed for running offices effectively and efficiently. After completing the course, participants will be able to:

- Establish and communicate department goals and results to employees
- Staff department and delegate work load to meet market requirements
- Actively support employee growth
- Uphold co-operative policies
- Establish a proper filing system and ensure that files are cleaned of old records annually.
- Prepare reports and maintain pay roll.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1	Inauguration, Registration, Objective Setting, Training Norms Setting	1	
2	Concept of Office Management	1	Lecture, Discussion
3	Role of an office Manager	1	Lecture, Discussion
4	Planning and Decision Making	1	Lecture, Discussion
5	Office layout and Work Simplification	1	Lecture, Discussion
6	Filing and Indexing	1	Lecture, Group work
7	Office Correspondence	1	Lecture, Group work, Exercise
8	Budgeting	1	Lecture, Group work, Exercise
9	Conducting of Office Meeting	1	Lecture, Group work, Exercise
10	Time Management	1	Lecture, Exercise, Demons.
11	Leadership and Supervision	1	Lecture, Exercise, Demons.
12	Certificate Awarding	1	
	Total contact hour	12	

Co-ordinator : Md. Rabiul Islam Khan

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LEADERSHIP DEVELOPMENT

Course Duration : 25- 29 November 2018, 5 Days

Timing : 17.30-21.30

Venue : BIM, Dhaka

Course Fee : Tk. 7,000/-

Number of Participants : 20

Target Group/who should attend:

This course is suitable for all level of managers and executives employed in Government, Semi Government, NGO, INGO, Autonomous, Semi-autonomous, Multinational Companies and Corporate Offices.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self-employed.

Background of the course:

Leadership skills are essential for sustainable corporate development. They are also a key factor in successful management. This course provides the basic theory underlying leadership—that true leadership development is a key to build, lead, inspire and motivate the workforce of the future.

Course Objectives:

This course is designed for managers at all levels, team leaders and supervisors from any public or private organizations. After Completion of the course the participants will be able to:

- Identify and discuss the role of leadership in managing change
- Explain the process of empowerment
- Identify areas of improvement and develop dynamic leadership skill
- Describe how leadership helps in building effective task teams
- “Be themselves” these leaders can develop a leadership and motivational style that works best for them
- Identify the process of motivational leadership

Evaluation Method:

Learning level –pre-test & post-test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1.	Inauguration, Registration, Sharing course outline. Understanding the Concept of Leadership	2.5	Lecture, Individual Exercise, group work.
2.	Models of Leadership	2	Lecture, group discussion, Exercise
3.	Leadership Styles	1.5	Lecture, Exercise
4.	Effective Communication & Leadership	2	Lecture, Case study, Discussion
5.	Team Leadership	2	Lecture, Exercise, group discussion
6.	Motivational Leadership	2	Lecture, Case Study, group discussion
7.	Delegation & Leadership Empowerment	1.5	Lecture, group work, group discussion
8.	Change Management	2	Lecture, group discussion
9.	Conflict Management	2	Lecture, group discussion, Case Study
10.	Emotional Intelligence	1.5	Lecture, group discussion
11.	Certificate awarding and course closing and evaluation	1	All non participatory methods
	Total contact hour	20	

Co-ordinator : Lamia Farha
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EFFECTIVE TEAM BUILDING

Course Duration	: 07- 08 January 2019, 2 Days
Timing	: 09.30 -17.30
Venue	: BIM, Dhaka
Course Fee	: Tk. 5,000/-
Number of Participants	: 20

Target Group/who should attend:

This course is suitable for Middle and senior level managers belonging to public and private sector organizations, Services sector, and public utilities. Especially managers from organizations and corporations with high emphasis on people/group driven activities will find this programme very useful.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public, service sector, corporation and NGO or self-employed.

Background of the course:

The course is designed to develop the participant's team working skills. It will help them define a common goal, understand how they want to work together as a team and create an understanding of the behaviors required to develop better team performance.

Course Objectives:

The main objective of this course is to enable the participants to enhance their personal, Interpersonal skills and group effectiveness. After Completion of the course the participants will be able to:

- Understanding the importance and process of working together
- Developing a good insight into the behavioral dynamics of self and others
- Sharpening skills to work well as members of a team as also leaders
- Managing conflict and agreements in team
- Fostering creativity in teams

Evaluation Method:

Learning level –Class participation & class performance.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1.	Inauguration, Registration, Sharing course outline. Concepts of Interpersonal Skills, Team Building & Building Trust Identification of personal obstacles & assertiveness	2.5	Lecture, Individual Exercise, group work.
2.	Role of Communication	1.5	Lecture, Exercise
3.	Group Dynamics and Interaction Organizational success through personal effectiveness and teamwork	1.5	Lecture, Exercise
4.	Team Leadership Building effective team and team culture	2	Lecture, Case study, Discussion
5.	Managing Conflict & Problem solving	2	Lecture, Case study, Discussion
6.	Recognizing self-limiting behavior and attitude and acting with more confident and self-belief	1.5	Lecture, Exercise, group discussion
7.	Certificate awarding and course closing and evaluation	1	All non participatory methods
	Total contact hour	12	

Co-ordinator : Lamia Farha

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EFFECTIVE MANAGERIAL COMMUNICATION

Course Duration : 06- 07 March 2019, 2 Days

Timing : 09.30 -17.30

Venue : BIM, Dhaka

Course Fee : Tk. 5,000/-

Number of Participants : 20

Target Group/who should attend:

This course is suitable for Middle and senior level managers belonging to public and private sector organizations, Services sector, and public utilities. Especially managers from organizations and corporations with high emphasis on people/group driven activities will find this programme very useful.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public, service sector, corporation and NGO or self-employed.

Background of the course:

This course will provide a general view of the process of communication that is of general use in a business environment. No matter what profession you want to pursue, the ability to communicate will be an essential skill—and a skill that employers expect you to have when you enter the workforce. This course introduces you to the fundamental principles of business communication and gives you the opportunity to develop your communication skills.

Course Objectives:

After Completion of the course the participants will be able to:

- Learn key communication techniques and strategies needed by managers in any business or organization
- Learn about the rules of communication, the importance of non-verbal communication and how to develop effective listening skills.
- Learn about the key communication skills needed for successful team meetings and the importance of creating and distributing minutes of the meeting
- Develop business message writing skills.

Evaluation Method:

Learning level :Class participation & class performance.

Reaction Level : Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1.	Inauguration, Registration, Sharing course outline. Understanding Business Communication for Managers	2	Lecture, Individual Exercise, group work.
2.	Mastering Interpersonal Communication	2	Lecture, Exercise, group work.
3.	Writing Business Messages	2	Lecture, Exercise
4.	Meeting Management & Writing Meetings Minutes	1.5	Lecture, Group Exercise, Discussion
5.	Office Communication through Networking & Electronic Mail	1.5	Lecture, Individual Exercise, Discussion
6.	Writing Reports and Proposals	2	Lecture, Exercise, group discussion
7.	Certificate Awarding and Course Closing and Evaluation	1	All non participatory methods
	Total contact hour	12	

Co-ordinator : Lamia Farha

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HUMAN RESOURCE MANAGEMENT

BANGLDESH LABOR ACT 2006 AND BANGLADESH LOBOR RULES 2015

Course Duration	: 22-26 July, 2018; 05 Days (Excluding holidays) 17-21 March, 2019, 05 Days (Excluding holidays)
Timing	: 17:00-21:30
Venue	: BIM, Dhaka,
Course Fee	: Tk.7,000/-
Number of Participants:	20

Target Group/who should attend:

The program is suitable for Managers, HR executives, Administrative Officers, Labour Welfare Officers, mid-level executives in the government, semi-government, corporate & private sector. It will also be suitable for executives working with NGOs and Fresh business graduates with basic knowledge in HRM who are interested in building their career in human resource management.

Eligibility for the course:

Any individual, minimum graduated from any discipline working in private, public and NGO or self employed.

Background of the course:

The Bangladesh Labour Act, 2006 consolidates and amends the laws relating to employment of labour, relations between workers and employers, payment of wages and compensation for injuries to workers, formation of trade unions, raising and settlement of industrial disputes, health, safety, welfare and working conditions of workers, and apprenticeship and matters connected therewith.

The Act has been amended on 16th July 2013 to ensure workers' safety, welfare and rights and promoting trade unionism and collective bargaining. Furthermore, Government has also published the Bangladesh Labour Rules 2015 in accordance with the said Act.

The program provides insight into existing labour laws and rules to enhance the skills and knowledge necessary to perform day-to-day HR activities.

Course Objectives

After completion of the course, participants will be able to apply the following Act and Rules effectively in their workplace:

- Bangladesh Labour Act, 2006; and
- Bangladesh Labor Rules, 2015.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluati

Course Outline

#	Session Title	Duration (hr)	Training Methods
1.	Scope and application of the Bangladesh Labour Act	1	Lecture, Group Discussion
2.	Definition and classification of workers	2	-Do-
3.	Conditions of employment	2	Lecture, Exercise, Group Discussion
4.	Misconduct, punishment and disciplinary proceedings	1	Lecture, Group Discussion
5.	Health, safety and welfare	1	-Do-
6.	Functions and eligibility of welfare officer	2	-Do-
7.	Formation and functions of safety committee	2	-Do-
8.	Working hour and OT calculation	2	Lecture, Exercise, Group Discussion
9.	Different types of Leave	2	Lecture, Group Discussion
10.	Maternity leave and calculation of benefit	1	Lecture, Exercise, Group Discussion
11.	Wage: Payments and deductions	1	-Do-
12.	Trade Union and Collective Bargaining Agent (CBA)	2	Lecture, Group Discussion
13.	Formation and function of Participation Committee	1	-Do-
	Total contact hour	20	

Co-ordinator : Akhund A. Shamsul Alam

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BASIC MANAGEMENT & HUMAN RESOURCE DEVELOPMENT

Course Duration	: 23-27 September, 2018, 05 Days evening (Excluding holidays),
Timing	: 17:00-21:30
Venue	: BIM, Dhaka
Course Fee	: Tk.7,000/-
Number of Participants	: 20

Target Group/who should attend:

The program is suitable for senior and mid-level executives in the government, semi-government, corporate & private sector. It will also be suitable for executives working with NGOs and Fresh business graduates with basic knowledge in HRM who are interested in building their career in the employee management.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self employed.

Background of the course:

The main Objective of the course is to up date the conceptual knowledge of labour laws for the executives responsible for managing human resources, particularly, the “workers” Besides the main features of the labour laws, the participants will be able to develop their skills on the application of the labour laws through the program.

Course Objectives

The course is designed to provide the concepts of advanced HR skill requirement(s) in an organizational setting and to create a scope for developing Competencies of an individual who is eager to enhance professionalism in the HR department. It is expected that after the successful completion of the course, participants will be able to:

- Basic Principles and Practices Techniques of Human Resources Management
- Develop Operational and conceptual skills for Smooth discharge of day to day Personnel Functions

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1.	Concept of Management	1	Lecture, group discussion
2.	Managerial Roles and Skills	2	Lecture, Exercise
3.	Planning & Decision Making	2	Lecture, Exercise, group work
4.	Functions of HRM	1	-Do-
5.	HR Planning Process	1	Lecture, group discussion
6.	Leadership & Team Building	2	-Do-
7.	Motivation & Communication	3	Lecture, Exercise, group work
8.	Performance Management	3	-Do-
9.	Training & Development	3	Lecture, group discussion
10.	National Integrity Strategy.	1	-Do-
	Total contact hour	20	

Co-ordinator : Md. Zafar Ali

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BANGLDESH LABOR ACT 2006 AND BANGLADESH LOBOR RULES 2015

Course Duration : 15-19 October 2018; 05 Days (Excluding holidays)
:10-14 December 2018; 05 Days (Excluding holidays)
:8-12April 2019; 05 Days (Excluding holidays)

Timing : 17:00-21:30

Venue : BIM, Dhaka

Course Fee : Tk.7,000/-

Number of Participants: 20

Target Group/who should attend:

The program is suitable for Managers, HR executives, Administrative Officers, Labour Welfare Officers, mid-level executives in the government, semi-government, corporate & private sector. It will also be suitable for executives working with NGOs and Fresh business graduates with basic knowledge in HRM who are interested in building their career in human resource management.

Eligibility for the course:

Any individual, minimum graduated from any discipline working in private, public and NGO or self employed.

Background of the course:

The Bangladesh Labour Act, 2006 consolidates and amends the laws relating to employment of labour, relations between workers and employers, payment of wages and compensation for injuries to workers, formation of trade unions, raising and settlement of industrial disputes, health, safety, welfare and working conditions of workers, and apprenticeship and matters connected therewith. The Act has been amended on 16th July 2013 to ensure workers' safety, welfare and rights and promoting trade unionism and collective bargaining. Furthermore, Government has also published the Bangladesh Labour Rules 2015 in accordance with the said Act.

The program provides insight into existing labour laws and rules to enhance the skills and knowledge necessary to perform day-to-day HR activities.

Course Objectives

After completion of the course, participants will be able to apply the following Act and Rules effectively in their workplace:

- Bangladesh Labour Act, 2006; and
- Bangladesh Labor Rules, 2015.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

	Session Title	Duration (hr)	Training Methods
1.	Scope and application of the Bangladesh Labour Act	1	Lecture, Group Discussion
2.	Definition and classification of workers	2	Lecture, Exercise, Group Discussion
3.	Conditions of employment	2	-Do-
4.	Misconduct, punishment and disciplinary proceedings	1	-Do-
5.	Health, safety and welfare	1	-Do-
6.	Functions and eligibility of welfare officer	2	-Do-
7.	Formation and functions of safety committee	2	-Do-
8.	Working hour and OT calculation	2	-Do-
9.	Different types of Leave	2	-Do-
10.	Maternity leave and calculation of benefit	1	-Do-
11.	Wage: Payments and deductions	1	-Do-
12.	Trade Union and Collective Bargaining Agent (CBA)	2	-Do-
13.	Formation and function of Participation Committee	1	-Do-
	Total contact hour	20	

Co-ordinator : **Mohammad Mainul Islam**

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SOCIAL COMPLIANCE IN RELATION TO BANGLADESH LABOUR ACT 2006

Course Duration	: 21-25 October, 2018, 05 Days (Excluding holidays)
Timing	: 17:00-21:30
Venue	: BIM, Dhaka
Course Fee	: Tk.7,000/-
Number of Participants	: 20

Target Group/who should attend:

The program is suitable for Managers, HR executives, Administrative Officers, Labour Welfare Officers, mid-level executives in the government, semi-government, corporate & private sector. It will also be suitable for executives working with NGOs and Fresh business graduates with basic knowledge in HRM who are interested in building their career in human resource management or social compliance.

Eligibility for the course:

Any individual, minimum graduated from any discipline working in private, public and NGO or self employed.

Background of the course:

Social compliance refers to an organisation's adherence to law of the land, certain social standards, including those related to child and forced labour, working hours and working conditions, workers' health and safety, salary and overtime and freedom of speech and association.

The program provides insights into major social compliance issues in relation to Bangladesh Labour Act 2006 to enhance the skills and knowledge necessary to promote social standards in the industry.

Course Objectives

The course is designed to make the participants better understand the concept of Social Compliance with special focus on child labour, forced labour, discrimination, working hours and leave, wages and benefits, maternity benefit, health, safety and welfare and freedom of association in relation to the Bangladesh Labour Act 2006.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1.	Introduction to Social Compliance	1	Lecture, Group Discussion
2.	Hierarchy of Social Compliance	2	Lecture, Exercise
3.	Issues of Social Compliance	2	Lecture, Exercise, Group Discussion
4.	Core Labour Standards- ILO	1	Lecture, Group Discussion
5.	Child Labour , Forced Labour, Discrimination	1	Lecture, Exercise, Group Discussion
6.	Health and Safety	2	-Do-
7.	Freedom of Association	2	-Do-
8.	Disciplinary Practices	2	-Do-
9.	Working Hours & leave	2	-Do-
10.	Wages and benefits	1	-Do-
11.	Comparison among different international standards	1	-Do-
12.	Comparison among different Buyers' Code of Conduct	2	Lecture, Group Discussion
	Total contact hour	20	

Co-ordinator : Akhund A. Shamsul Alam

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HUMAN RESOURCES MANAGEMENT: PRINCIPLES & PRACTICES

Course Duration : 25-29 November, 2018, 05 Days evening (Excluding holidays),
Timing : 17:00-21:30
Venue : BIM, Dhaka
Course Fee : Tk.7,000/-
Number of Participants : 20

Target Group/who should attend:

The program is suitable for senior and mid-level executives in the government, semi-government, corporate & private sector. It will also be suitable for executives working with NGOs and Fresh business graduates with basic knowledge in HRM who are interested in building their career in the employee management.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self employed.

Background of the course:

The main Objective of the course is to update the conceptual knowledge of labour laws for the executives responsible for managing human resources, particularly, the “workers” Besides the main features of the labour laws, the participants will be able to develop their skills on the application of the labour laws through the program.

Course Objectives

The course is designed to provide the concepts of advanced HR skill requirement(s) in an organizational setting and to create a scope for developing Competencies of an individual who is eager to enhance professionalism in the HR department. It is expected that after the successful completion of the course, participants will be able to:

- Understand Basic Principles and Practices Techniques of Human Resources Management; and
- Develop Operational and conceptual skills for Smooth discharge of day to day Personnel Functions.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1.	Human Resource Concept, Nature, Functions and Importance	1	Lecture, group discussion
2.	Job Analysis: Job description and job Specification	2	Lecture, Exercise
3.	HR Planning	2	Lecture, Exercise, group work
4.	Recruitment & Selection	1	-Do-
5.	Wages and Salary Administration	1	Lecture, group discussion
6.	Performance Appraisal	2	-Do-
7.	Motivation & Communication	3	Lecture, Exercise, group work
8.	Employee Safety & Health	3	-Do-
9.	Industrial Relations.	3	Lecture, group discussion
10.	National Integrity Strategy.	1	-Do-
	Total contact hour	20	

Co-ordinator : Md. Zafar Ali
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BANGLADESH LABOR ACT 2006 AND BANGLADESH LOBOR RULES 2015

Course Duration : 23 December, 2018
Venue : BIM, Dhaka.
24 February, 2019
Venue : BIM, Chittagong.
Timing : 09:00-17:00
Course Fee : Tk.3,500/-
Number of Participants: 20

Target Group/who should attend:

The program is suitable for Managers, HR executives, Administrative Officers, Labour Welfare Officers, mid-level executives in the government, semi-government, corporate & private sector. It will also be suitable for executives working with NGOs and Fresh business graduates with basic knowledge in HRM who are interested in building their career in human resource management.

Eligibility for the course:

Any individual, minimum graduated from any discipline working in private, public and NGO or self employed.

Background of the course:

The Bangladesh Labour Act, 2006 consolidates and amends the laws relating to employment of labour, relations between workers and employers, payment of wages and compensation for injuries to workers, formation of trade unions, raising and settlement of industrial disputes, health, safety, welfare and working conditions of workers, and apprenticeship and matters connected therewith.

The Act has been amended on 16th July 2013 to ensure workers' safety, welfare and rights and promoting trade unionism and collective bargaining. Furthermore, Government has also published the Bangladesh Labour Rules 2015 in accordance with the said Act.

The program provides insight into existing labour laws and rules to enhance the skills and knowledge necessary to perform day-to-day HR activities.

Course Objectives

After completion of the course, participants will be able to reach a common understanding on the following Act and Rules:

- Bangladesh Labour Act, 2006; and
- Bangladesh Labor Rules, 2015

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

	Session Title	Duration (hr)	Training Methods
1.	Scope and application of the Bangladesh Labour Act	1	Lecture, Group Discussion
2.	Definition and classification of workers	1	-Do-
3.	Conditions of employment	1	Lecture, Exercise, Group Discussion
4.	Misconduct, punishment and disciplinary proceedings	1	-Do-
5.	Health, safety and welfare	1	Lecture, Group Discussion
6.	Working hours and Leave	1	Lecture, Exercise, Group Discussion
7.	Wage: Payments and deductions	1	-Do-
	Total contact hour	7	

Co-ordinator : Akhund A. Shamsul Alam

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CERTIFICATE COURSE ON HUMAN RESOURCE MANAGEMENT (CHRM)

Course Duration : 20-31 January 2019, 10 Days Evening (Excluding holidays),
Timing : 17:00-21:30
Venue : BIM, Dhaka
Course Fee : Tk.9,000/-
Number of Participants: 20

Target Group/who should attend:

The program is suitable for senior and mid-level executives in the government, semi-government, corporate & private sector. It will also be suitable for executives working with NGOs and Fresh business graduates with basic knowledge in HRM who are interested in building their career in the employee management.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self employed.

Background of the course:

Taking the effort to provide employees with the tools they need to thrive is worth the investment. The program is designed to familiarize the participants with the advanced concepts and techniques of a human resource management in an organization.

Course Objectives

The course is designed to provide the concepts of advanced HR skill requirement(s) in an organizational setting and to create a scope for developing Competencies of an individual who is eager to enhance professionalism in the HR department. It is expected that after the successful completion of the course, participants will be able to:

- Explain the basics of human resource management.
- Acquiring the HR skill requirements of an organization
- Formulating HR plan & conducting Audit.
- Apply the methods & techniques of performance appraisal.
- Establishing & evaluating compensation system.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1.	Concept & Functions of HRM	3	Lecture, group discussion
2.	HR planning & Job Analysis	4	Lecture, Exercise
3.	Recruitment & Selection	4	Lecture, Exercise, group work
4.	Selection Test & Interviewing	4	-Do-
5.	Training Need Assessment	2	Lecture, group discussion
6.	Training & Development	2	-Do-
7.	Performance Appraisal	4	Lecture, Exercise, group work
8.	Compensation Management	4	-Do-
9.	Motivation & Communication skills	4	Lecture, group discussion
10.	Employee Safety and Health	4	-Do-
11.	Basic Labour Law	4	-Do-
	Total contact hour	40	

Co-ordinator : Shaikh Sajibur Rahman

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HUMAN RESOURCE MANAGEMENT FOR NEW HR PROFESSIONALS

Course Duration	: 04-15 March, 2019, 10 Days evening (Excluding holidays)
Timing	: 17:00-21:30
Venue	: BIM, Dhaka
Course Fee	: Tk.9,000/-
Number of Participants:	20

Target Group/who should attend:

The program is suitable for senior and mid-level executives in the government, semi-government, corporate & private sector. It will also be suitable for executives working with NGOs and Fresh business graduates with basic knowledge in HRM who are interested in building their career in the employee management.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self employed.

Background of the course:

The main Objective of the course is to up date the conceptual knowledge of labour laws for the executives responsible for managing human resources, particularly, the “workers” Besides the main features of the labour laws, the participants will be able to develop their skills on the application of the labour laws through the program.

Course Objectives

The course is designed to provide the concepts of advanced HR skill requirement(s) in an organizational setting and to create a scope for developing Competencies of an individual who is eager to enhance professionalism in the HR department. It is expected that after the successful completion of the course, participants will be able to:

- Basic Principles and Practices Techniques of Human Resources Management
- Develop Operational and conceptual skills for Smooth discharge of day to day Personnel Functions

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1	Concept of Management	1	Lecture, group discussion
2	Managerial Roles and Skills	2	Lecture, Exercise
3	Planning & Decision Making	2	Lecture, Exercise, group work
4	Functions of HRM	1	Lecture, Exercise, group work
5	HR Planning Process	1	Lecture, group discussion
6	Leadership & Team Building	2	Lecture, group discussion
7	Motivation & Communication	3	Lecture, Exercise, group work
8	Performance Management	3	Lecture, Exercise, group work
9	Training & Development	3	Lecture, group discussion
10	National Integrity Strategy.	1	Lecture, group discussion
	Total contact hour	20	

Co-ordinator : Mohammad Mainul Islam

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BASIC HUMAN RESOURCES MANAGEMENT

Course Duration : 08 -12 October, 2018, 10 Days evening (Excluding holidays),

Timing : 17:00-21:30

Venue : BIM, Dhaka

Course Fee : Tk.7,000/-

Number of Participants : 20

Target Group/who should attend:

The program is suitable for senior and mid-level executives in the government, semi-government, corporate & private sector. It will also be suitable for executives working with NGOs and Fresh business graduates with basic knowledge in HRM who are interested in building their career in the employee management.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self employed.

Background of the course:

The main Objective of the course is to update the conceptual knowledge of labour laws for the executives responsible for managing human resources, particularly, the “workers” Besides the main features of the labour laws, the participants will be able to develop their skills on the application of the labour laws through the program.

Course Objectives

The course is designed to provide the concepts of advanced HR skill requirement(s) in an organizational setting and to create a scope for developing Competencies of an individual who is eager to enhance professionalism in the HR department. It is expected that after the successful completion of the course, participants will be able to:

- Basic Principles and Practices Techniques of Human Resources Management
- Develop Operational and conceptual skills for Smooth discharge of day to day Personnel Functions

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

	Session Title	Duration (hr)	Training Methods
1	Human Resource Concept, Nature, Functions and Importance.	1	Lecture, group discussion
2	Job Analysis: Job description and job Specification	2	Lecture, Exercise
3	HR Planning	2	Lecture, Exercise, group work
4	Recruitment & Selection	1	Lecture, Exercise, group work
5	Wages and Salary Administration	1	Lecture, group discussion
6	Performance Appraisal	2	-Do-
7	Motivation & Communication	3	Lecture, Exercise, group work
8	Employee Safety & Health	3	Lecture, Exercise, group work
9	Industrial Relations.	3	Lecture, group discussion
10	National Integrity Strategy.	1	Lecture, group discussion
	Total contact hour	20	

Co-ordinator : **Mohammad Mainul Islam**

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HUMAN RESOURCE MANAGEMENT FOR EXECUTIVES

Course Duration : 21—30 March, 2019, (06 Days)

Timing : 18:30-21:30

Venue : BIM, Chittagong

Course Fee : Tk. 6,500/-

Number of Participants: 20

Target Group/Who Should Attend:

Administrative Officers, mid-level managers, HR officers and other executives in the Government and private sector. Also fresh graduates from any discipline can participate in this course.

Eligibility for the Course:

Graduates from any discipline.

Background of the Course:

This course provides a brief review of essential personal management concepts and techniques in a highly understandable form. This program covers the fundamental human resource activities such as hiring, training, compensating, appraising and developing employees that are essential part of every manager's job.

Course Objectives

This program is designed to suit the working executives in human resource areas with a view to develop their knowledge as well as skill in the following areas:

- Basic principles and techniques of human resource management
- Develop operational and conceptual skills for smooth discharge of day-to-day personnel functions.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1	Human Resource Management: Concept, Nature and Importance	2	Lecture, group discussion
2	Functions of HR Department	1	Lecture, group discussion
3	Job Analysis	2	Lecture, group discussion
4	Recruitment and Selection	1	Lecture, group discussion
5	Orientation	1	Lecture, group discussion
6	Compensation Management	2	Lecture, group discussion
7	Performance Management	2	Lecture, group discussion
8	Motivating Employees	1	Lecture, group discussion
9	Communication	1	Lecture, group discussion
10	Leadership and Team Building	2	Lecture, group discussion
11	Training and Development	2	Lecture, group discussion
12	Employee Grievance Handling	1	Lecture, group discussion
	Total contact hour	18	

Co-ordinator : Engr. Md. Tariqul Islam

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LABOR LAW FOR MANAGERS AND EXECUTIVES

Course Duration : 14-18 April, 2019, 05 Days evening (Excluding holidays),

Timing : 17:00-21:30

Venue : BIM, Dhaka

Course Fee : Tk.7,000/-

Number of Participants: 10

Target Group/who should attend:

The program is suitable for senior and mid-level executives in the government, semi-government, corporate & private sector. It will also be suitable for executives working with NGOs and Fresh business graduates with basic knowledge in HRM who are interested in building their career in the employee management.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self employed.

Background of the course:

The main Objective of the course is to up date the conceptual knowledge of labour laws for the executives responsible for managing human resources, particularly, the “workers” Besides the main features of the labour laws, the participants will be able to develop their skills on the application of the labour laws through the program.

Course Objectives

The course is designed to provide the concepts of advanced HR skill requirement(s) in an organizational setting and to create a scope for developing Competencies of an individual who is eager to enhance professionalism in the HR department. It is expected that after the successful completion of the course, participants will be able to:

- Acquire a good understanding of the Bangladesh Labour Act 2006
- Explain the meaning of a variety of Labour Law terms
- Apply the legal aspects of the Act to their human resource management system and
- Formulate policies that will enhance a more harmonious employer-employee relationship

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1.	Definition of Worker	1	Lecture, group discussion
2.	Classification of Workers & Period of Probation	2	Lecture, Exercise
3.	Conditions of Employment	2	Lecture, Exercise, group work
4.	Working hours & Leave	1	-Do-
5.	Right to and Liability for, Payment of Maternity Benefits	1	Lecture, group discussion
6.	Steps in Disciplinary Procedure	2	-Do-
7.	Wages and Payment	3	Lecture, Exercise, group work
8.	Calculation of Wages & Payment during leave of holiday period	3	-Do-
9.	Compensation for Injury & Provident Fund	3	Lecture, group discussion
10.	Trade Union & Industrial Strategy	1	-Do-
	Total contact hour	20	

Co-ordinator : Md. Zafar Ali
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ESSENTIAL SKILLS FOR HUMAN RESOURCE MANAGEMENT PROFESSIONALS

Course Duration : 21-25 April 2019, 05 Days evening (Excluding holidays),
Timing : 17:00-21:30
Venue : BIM, Dhaka
Course Fee : Tk.7,000/-
Number of Participants : 20

Target Group/who should attend:

The program is suitable for senior and mid-level executives in the government, semi-government, corporate & private sector. It will also be suitable for executives working with NGOs and Fresh business graduates with basic knowledge in HRM who are interested in building their career in the employee management.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self employed.

Background of the course:

Taking the effort to provide employees with the tools they need to thrive is worth the investment. The program is designed to familiarize the participants with the advanced concepts and techniques of a human resource management in an organization.

Course Objectives

The course is designed to provide the concepts of advanced HR skill requirement(s) in an organizational setting and to create a scope for developing Competencies of an individual who is eager to enhance professionalism in the HR department. It is expected that after the successful completion of the course, participants will be able to:

- Explain the basics of human resource management.
- Acquiring the HR skill requirements of an organization
- Formulating HR plan & conducting Audit.
- Apply the methods & techniques of performance appraisal.
- Establishing & evaluating compensation system.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

	Session Title	Duration (hr)	Training Methods
1.	Functions of HRM	1	Lecture, group discussion
2.	HR planning & Job Analysis	2	Lecture, Exercise
3.	Recruitment & Selection	2	Lecture, Exercise, group work
4.	Selection Test & Interviewing	1	-Do-
5.	Training Need Assessment	1	Lecture, group discussion
6.	Training & Development	2	-Do-
7.	Performance Appraisal	3	Lecture, Exercise, group work
8.	Compensation Management	3	-Do-
9.	Motivation Communication skills	3	Lecture, group discussion
10	Employee Safety and Health	2	-Do-
	Total contact hour	20	

Co-ordinator : Shaikh Sajibur Rahman

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**IT & COMPUTER
SERVICES MANAGEMENT**

SPREAD SHEET ANALYSIS WITH MS-EXCEL

Course Duration : 23-26 July 2018, 4 Days

Timing : 17:30-21:30,

Course Fee : Tk. 6,000/-

12-15 November, 4Days

Timing : 09:30-13:30.

Venue : BIM, Dhaka

Course Fee : Tk. 6,000/-

Number of Participants: 20

Target Group/who should attend:

Executives from public service, private service, donor agencies, Students, Financial Analysts, Researchers and anyone interested in learning Excel. Participants must have basic knowledge on Excel. Any individual, graduate from any discipline working in private, public and NGO or self employed.

Background of the course:

Microsoft Excel is most widely used productivity tool in today's corporate world and education sector. Day to day corporate analysis, reporting, tools and applications are prepared with Excel. It will be an advantage for course attendees to learn practical and advanced usages of Excel for office and academic activities. Participants will work extensively with practical examples. On completion of the course, participants will be able to readily apply the concepts discussed during the sessions in their specific organizations. This is a hands-on, intensive, rigorous and intellectually challenging program. Participants will learn exceptionally valuable skills that have become increasingly essential for every modern day enterprise.

Course Objectives

The course is designed to provide the basic to intermediate knowledge on Microsoft Excel.

Participants will be able to:

- Gather knowledge about the versatile use of Microsoft Excel
- Understand the use of different Excel functions & formulas in their real life work
- Understand the basic calculation of different functions & formulas
- Create a data sheet using different data validation method
- Data Analysis using charts & graphs

- Data representation using different formatting
- Analyze using Dynamic reporting tools.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1	Inauguration, Registration, Sharing course outline, Participant's Need Analysis	1	Discussion
2	Common and Special Operations	2	Demonstration, Exercise
3	Cell References, Formatting & Styles	2	Demonstration, Exercise
4	Sort, Filter and Advanced Filter	2	Demonstration, Exercise
5	Conditional Formatting	1	Demonstration, Exercise
6	Data Validation	2	Demonstration, Exercise
7	Charts	2	Demonstration, Exercise
8	Pivot Table	2	Demonstration, Exercise
9	Functions (logic, Math)	3	Demonstration, Exercise
10	Functions (Date, Lookup)	2	Demonstration, Exercise
11	Post test	1	Exercise
	Total contact hour	20	

Co-ordinator : Farkhunda Dorin
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ICT for Office Management

Duration : 14 - 25 October 2018, 10 Working Days

Timing : 17:00 – 21:00

14 - 25 April 2019, 10 Working Days

Timing : 17:00 – 21:00

Venue : BIM, Dhaka

Course Fee : Tk. 9,000/-

Number of Participants: 20

Target group/ who should attend

Office executives/personnel having basic computing skills would like to use ICT smartly

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self-employed.

Background of the course:

External and internal environment of the organization has already been changed towards virtualization. This course aims to transform human resources to the best fitted with this changing environment.

Course Objectives

Boost the knowledge and skills of different government, semi-government, autonomous bodies, and public or private sector enterprises with world-class industry standards ICT practices.

Introducing effective and easy-to-use ICT tools and applications.

Evaluation Method:

Learning level - Pre-test and post-test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1	-Inauguration, Registration, Concept of Training & Sharing course outline	1	
2	-Advanced Word Processing using MS Word -Information Systems and Management Challenges	2	Lecture, Individual Exercise
3	-Creating, editing and formatting. -Tables of Contents	2	Lecture, Individual Exercise
4	-Review and Track Changes, -Mail Merge	4	Lecture, Individual Exercise
5	-Logical Functions and Operators, -Advanced Data Sorting & Filtering	6	Lecture, Individual Exercise
6	-Advanced Functions of MS Excel	12	Exercise
7	-Internet and online applications	4	Lecture, Individual Exercise
8	-Cloud Computing Environment, -Advance email and messenger	4	Lecture, Individual Exercise
9	-Working with Cloud storage, -Android Applications	3	Lecture, Individual Exercise
10	-Integrating mobile for office management	1	Lecture, Individual Exercise
11	-Online task management and scheduling	1	Lecture, Individual Exercise
	Total contact hour	40	

Co-ordinator : S M Ariful Islam
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CYBER SECURITY AWARENESS WORKSHOP

Duration : 11 - 13 December 2018, 3 Working Days,

Timing : 17:00 – 21:00

Venue : BIM, Dhaka

Course Fee : Tk. 9,000/-

Number of Participants: 20

Target group/ who should attend

All the ICT Focal Point Officer/Office Executives/Computer End Users having basic computing skills should have this knowledge to protect digital information.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self-employed.

Background of the course:

Valuable information is unknowingly exposed to security risks with the rapid expansion of information technology in the public private sector; information security is now getting maximum importance. To give contemporary ideas to the information technology users do not have a general idea about cyber security.

Course Objectives

In Today's organizational Environment, almost every role involves working with Computers in some manner. Recent events indicated that security breaches could happen with almost any computer users, at office or home. This course is intended to provide you with an introduction to common security threats and issues as well as ways to counteract them.

Evaluation Method:

Learning level - Pre-test and post-test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1	-Inauguration, Registration, Sharing course outline	1	
2	-Training Concept & Process -Introduction to Information Systems Securing Information	2	Lecture
3	-Type of Cyber-crime and business loss of cybercrime	1	Lecture, Exercise
4	-Guard against cyber crime	1	Lecture, Exercise
5	-Physical access control	1	Lecture, Exercise
6	-Security outside of the office	1	Lecture, Exercise
7	-Email and Internet Security	1	Lecture, Exercise
8	-Role of Encryption in Network Security,	1	Lecture, Exercise
9	-Digital Signature -ISMS ISO-27000	1	Lecture, group discussion
10	-Policy and Legal Issues of Cyber Security	1	Lecture, group discussion
11	Case Analysis & Group Discussion	1	Lecture, Exercise
	Total contact hour	12	

Co-ordinator : S M Ariful Islam
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INNOVATION AND IPRs

PUBLIC SERVICE INNOVATION

Course Duration : 08-09 August 2018, 2 Days
12-13 February, 2019, 2 Days

Timing : 09:30-17:30

Venue : BIM, Dhaka

Course Fee : Tk. 6,000/-

Number of Participants: 20

Target Group/who should attend:

Any employee from Government / Semi Govt. organization, Autonomous body of Govt., anyone from ministries of Bangladesh government. Each organization have to nominate a team of minimum 4 members.

Background of the course:

Service Innovation is one of the widely discussed issue now a days. Main motto of this discussion is to break the complex service delivery practices and processes followed in government organizations. Cabinet Division of Government of the People's Republic of Bangladesh has circulated an order on 8 April, 2013 for all ministries and organization/institute/department under the ministries to form an "Innovation Team" to practice service innovation institutionally. Also assigns score in Annual Performance Agreement "APA" for innovative service. This course aims to make the employees aware regarding service innovation and to know the steps to practice innovation.

Course Objectives

- This course aims to make the employees aware regarding service innovation
- Hands on practice of service innovation
- Provide knowledge to redesign a service
- Practicing Service Simplification Steps
- Empathy building training
- Making them aware about team building
- Organizations can further work and tune the design practiced in training and implement the procedure to achieve APA score

Evaluation Method: -

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1.	Inauguration, Registration, Sharing course outline,	0.5	Discussion
2.	What is Public Service Innovation	0.5	Lecture, Discussion, Flash clips
3.	Empathy Building	1.0	Lecture, Video, Experience Sharing
4.	Perception	1.0	Video, Experience sharing
5.	Service Selection	0.5	Lecture, Group Work
6.	Problem Identification	0.5	Group Work
7.	Service Simplification	2.0	Lecture, Group Work
8.	Innovative Idea Generation	2.0	Group Work
9.	Team Building & Stake Holder analysis	0.5	Lecture, Group Work
10.	Using Social Media	0.5	Lecture
11.	Innovation Team Activity plan	1.0	Lecture
	Total contact hour	10	

Co-ordinator : Farkhunda Dorin

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INTELLECTUAL PROPERTY RIGHTS (IPRs)

Course Duration : 21 -31 July, 2018, (Except Friday), and
03-13 November, 2018, 10 Days (Except Friday),

Venue : BIM, Dhaka

Timing : 17:30-21:30

Course Fee :Tk. 9,000/-

Number of Participants : 20

Target Group/who should attend:

The course is designed for the Judges, lawyers, corporate officials related to legal affairs and branding, executives of government agencies including customs, police, copyright office, DPDT etc and academicians in department of legal and business studies in the tertiary institutions, SME entrepreneurs, officials of trade bodies and chamber of commerce or anyone interested on IPRs.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self employed.

Background of the course:

Intellectual Property Rights (IPRs) are essential for safe guarding creativity, innovation, local productive identification, even the traditional expression. But, the understanding of IP is difficult for its abstract boundaries. The sense of IPRs is complicated as it is rooted in the intersections of multiple knowledge disciplines, such as, scientific research and development, fine arts, law, economics, business studies and international relations. The Intellectual Property (IP) portfolio of a nation and a corporate is becoming the major strength to achieve and maintain competitive advantage in the businesses. The ratio of value of

IP to the total corporate value is sharply increasing in most of the global industries. IP litigation is also increasing in the advanced and developing economies. Day by day, IP is turning into one of the central factors for economic growth and advancement for the countries.

Course Objectives

To provide the fundamental insights on various issues of IPRs and to increase participants' capacity for better understanding and exercising of IPRs in Bangladesh and international context.

It is expected that after the successful completion of the course, participants will be able to:

- Get a concrete understanding on Intellectual Property Rights,

- Identify subject matter eligibility for registration of IPRs,
- Know the international IPRs regime and framework,
- Know the IPRs registration process in Bangladesh,
- Apply the IP senses for innovation management and corporate brandin

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1	Inauguration, Registration, Sharing course outline	1	
2	Introduction to Intellectual Property Rights	3	Lecture, group discussion
3	IPRs Legal & Policy framework in Bangladesh	2	Lecture, group work
4	IPRs: Theories & practice	2	Lecture, Exercise, group work
5	Concept of Patent, Patent Application & Granting Procedure	4	Lecture, group discussion
6	Concept of Trademark, Trademark: Application procedure, litigation	4	Lecture & Presentation
7	IPRs registration trends	1	Lecture, group work
8	Geographical Indication & Traditional Knowledge: scope of strategic use for economic gain	3	Lecture, group work
9	Copyright law of Bangladesh: special focus on IT, creative and Handicraft Industries.	4	Lecture, group discussion
10	Industrial Design: Strategic use for agro-based & pharmaceutical industries	3	Lecture, group discussion
11	Concepts of innovation management: IP Licensing, Commercialization & Technology Transfer	6	Lecture, group discussion
12	Enforcement Issues for IPRs: Global & Local context	2	Lecture, group discussion
13	Harnessing IPRs as a business tool for sustainable development	2	Lecture, group discussion
14	Review, Exercise, Tests & Closing	3	Multiple Methods
	Total contact hour	40	

Co-ordinator : Mohammad Sayeedur Rahman

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MARKETING MANAGEMENT

A SEMINAR ON POLITICAL SERVICES MARKETING FOR PEACEFUL DEMOCRACY

Course Duration : 07 July, 2018 (01 Day)
Timing : 09:30-17:00
Venue : BIM, Dhaka
Course Fee : Tk. 3,500/-
Number of Participants : 20

Target Group/Who Should Attend:

The Presidents/General Secretaries of all Registered Political Organizations of Bangladesh

Eligibility for the course:

Participants should have the presidents or general secretary of any registered Political organization of Bangladesh who must have graduation degree in any discipline.

Background of the Course:

‘Political services marketing’ is a new concept of Non-profit marketing. All political organizations can use product strategy, marketing communication strategy, and delivery strategy to attract political market (present + potential voters) for winning maximum political market share in arriving on the government platform for creating a peaceful political environment. Therefore, all level of political leaders should have political services marketing knowledge, skills, and attitudes.

Course Objectives

The main objective is to train up the decision makers of all registered political organizations of Bangladesh to create a peaceful political environment.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

	Session Title	Duration (hr)	Training Methods
1	Political Market, and Political Services Marketing	1	Presentation, Discussion, and Exercise
2	A Model for Designing a Political Product	1	
3	Government Structure for Delivering Political Services Marketing	1	
4	New Structure of a Political Organization	1	
5	Branding of a Political Organization	1	
6	Developing Fund	1	
7	Political Environment & Setting plans to attract voters	1	
8	Facilitating Individual, and Organizational Marketers	1	
	Total contact hour	08	(Eight Hrs)

Co-ordinator : Dr. Uttam Kumar Datta

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MARKETING AND SALESMANSHIP

Course Duration : September 16-- 27, 2018, (10 Days)

Timing : 17:30-21:30

Venue : BIM, Dhaka

Course Fee : Tk. 9,000/-

Number of Participants: 20

Target Group/Who Should Attend:

Marketing officer, sales officers, sales supervisors, sales representatives, area sales managers, distribution officer, Fresher, digital marketing executives and professionals.

Eligibility for the course:

This course is suitable for marketing and sales executives of different levels (i.e. marketing officer, sales officers, sales supervisors, sales representatives, area sales managers, distribution officer etc.) of both public and private sector enterprises who are interested to promote their business both digitally and with brick and mortar. Student with both Business and non-Business background may fit them for corporate job in business world and advance their CV with this Training.

Background of the Course:

The change and evolution of modern technologies, small and medium businesses are doing everything they can to keep up, which can be said true for the rest of human society. Brick-and-mortar businesses are either changing their business models to an online one, or beefing up existing marketing efforts with digital marketing strategies – in an attempt to capture a growing and very lucrative online marketplace.

Course Objectives

- Understand the modern concepts of digital Marketing, customer oriented integrated marketing and effective marketing management digitally.
- Participants will be able to develop and manage the effective digital marketing mix.
- Managing e-marketing, e-commerce and e communication successfully.
- Understanding the freelancing and earning through online.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1	Inauguration, Registration, Objective Setting	1	
2	E Marketing / Digital Marketing Basic	3	Lecture, Group Discussion, Video Content
3	Website Optimization	8	Lecture, Demonstration, Exercise
4	Search Engine Optimization	12	Lecture, Demonstration, Exercise
5	Social Media Marketing	8	Lecture, Demonstration, Exercise
6	Google Adwards	4	Demonstration, Exercise
7	Earning Scopes With Your Digital Marketing Skills-Freelancing and other	3	Lecture , Demonstration, Exercise
8	Course Evaluation and Certificate Awarding	1	
	Total contact hour	40	

Co-ordinator : Nirjhar Mazumder

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BRAND MANAGEMENT: INCREDIBLE BRAND BUILDING STRATEGY

Course Duration : November 26-- 29, 2018, (04 Days)

Timing : 17:30-21:30

Venue : BIM, Chittagong

Course Fee : Tk. 7,000/-

Number of Participants: 20

Target Group/Who Should Attend:

This program benefits professionals working in all areas of Business especially in media or retail buying, brand planning, advertising, public relations, art direction, business analysis, strategic planning or within the creative services. Student with both Business and non-Business background may fit them for corporate job in business world and advance their CV with this Training.

Eligibility for the course:

This course is suitable for marketing and sales executives, the executives working in Brand management and creative divisions as well as people interested to peruse their career in Brand Management are highly encouraged. The Training course is open to anyone interested in gaining or improving their Brand and Product management skills.

Background of the Course:

The creation of the brand, brand identity and image, how a customer views the brand, the experience he/she has with the brand, brand value and equity, all these are a part of brand management. Sales depend on brand awareness and brand image. Positive associations with the brand affect customer loyalty and preference. Since brands are so significant in marketing of a product, the management of the brand also becomes equally significant.

Course Objectives

- Develop and implement customer based brand and positioning strategies
- Learn to effectively design and implement Brand Building, Maintaining, and Monitoring.
- Learn how to choose the appropriate and most effective branding elements to build brand equity and design marketing programs and Preliminary concept of Brand Accounting and auditing.

Evaluation Method:**Learning level** - Pre-test and post test.**Reaction Level:** Training evaluation.**Course Outline**

	Session Title	Duration (hr)	Training Methods
1.	Inauguration, Registration, Objective Setting	1	
2.	Understanding Branding		
	- Products to brands, Attributes	1	Lecture, Group work, Exercise
	- Building Brand, Selecting Brand Elements	1	Lecture, Group work, Exercise
	- Management & Architecture	1	Lecture, Group work, Exercise
3.	IPR issues to protect Brand	4	Lecture, Exercise, Case Study
4.	The Decision to Brand		
	- Branding Dimensions	1	Lecture, Group work, Exercise
	- Brand Planning, Brand Analysis	2	Lecture, Exercise, Demons.
	- Brand Strategy	1	Lecture
5.	Brand Audit	1	Lecture, Case Study
6.	Connection Triangle	1	Lecture, video, Exercise
7.	Big Idea	1	Lecture, video, Exercise
8.	Evaluating Advertising	1	Lecture, video, Exercise
9.	Guidelines of Creating Product to an Incredible Brand	1	Lecture, Group work
10	Personal Branding Strategy, Tips and Techniques	1	Lecture, Group work
11	Branding Dangers and Pitfalls	1	Lecture, Case study, Discussion
12	Certificate Awarding	1	
	Total contact hour	20	

Co-ordinator : Nirjhar Mazumder**Mobile** : 01511-111222**E- mail** : mazumdernirjhar_bim@yahoo.com

CERTIFICATE COURSE ON EFFECTIVE MARKETING AND SALES MANAGEMENT

Course Duration : 06-- 24 January, 2019, (15 Days)

Timing : 17:30-21:30

Venue : BIM, Dhaka

Course Fee : Tk. 10,000/-

Number of Participants : 20

Target Group/Who Should Attend:

Fresh Graduates, Junior & Mid level Executives of any Department in Business Organizations.

Eligibility for the Course:

Graduation Degree in any Discipline and Minimum one year experience as marketing and sales manager

Background of the Course:

In the modern marketing concept, exchange is the core concept of marketing. In this view, all organizations are crating exchanges. But most of them have no skilled executives who have formal marketing knowledge, skill, and positive attitudes in performing their marketing activities effectively and efficiently. In order to trained up the existing executives and provide trained up executives for those organizations, this course has been designed.

Course Objectives

The ultimate objective of this course is to trained up executives who are working as marketing and sales managers in distinguish business organizations and certify the fresh participants as the trained up persons on “Marketing and Sales Management” to ensure their job opportunities as Marketing and Sales Executives in any business organization.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1	Levels of Market & Marketing Management	4	Lecture & Exercise
2	Individual Product Decisions & Product Strategy	4	Lecture & Group Discussion
3	Designing Marketing Channels & Pricing Strategy	6	Lecture & Exercise
4	Effective Marketing Communication Strategy	4	Lecture and Group Discussion
5	Product Life-Cycle and Marketing Strategy	4	Lecture and Exercise
6	Competitive Marketing Strategy and Marketing Plan	4	Lecture & Exercise
7	Value, Customer Satisfaction, Retention & CRM	4	Lecture & Group Discussion
8	Effective Selling & Sales Management	6	Lecture & Exercise
9	Demand Forecasting, Quota, and Territory Mgt.	4	Lecture and Group Discussion
10	Sales Force Designing & Management	6	Lecture and Exercise
11	Effective Selling Techniques	2	Lecture & Group Discussion
12	Monitoring Sales & Performance Evaluation	4	Lecture & Exercise
13	Duties of Salesperson & Sales Supervisors	6	Lecture and Group Discussion
	Total contact hour	60	(Sixty Hrs)

Co-ordinator : Dr. Uttam Kumar Datta

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DIGITAL MARKETING

Course Duration : 20 - 31 January, 2019, (10 Days)

Timing : 17:30-21:30

Venue : BIM, Dhaka

Course Fee : Tk. 9,000/-

Number of Participants : 20

Target Group/Who Should Attend:

This course is suitable for marketing and sales executives of different levels (i.e. marketing officer, sales officers, sales supervisors, sales representatives, area sales managers, distribution officer etc.) of both public and private sector enterprises. Student with both Business and non-Business background may fit them for corporate job in business world and advance their CV with this Training.

Eligibility for the course:

This program benefits professionals working in all areas of Business engaged in producing, marketing and communicating products. Business/ factory owners will also be benefited by attending this course.

Background of the Course:

The heart of business success lies in its marketing and Sales. Most aspects of a business depend on successful marketing and salesmanship. The overall marketing umbrella covers advertising, public relations, promotions and sales while salesmanship covers the effective selling of products and generating adequate revenue for organization.

Course Objectives

- Understand the modern concepts of market, customer oriented integrated marketing and effective marketing management.
- Participants will be able to manage the sales management functions efficiently.
- Participants will be able to use the tools and techniques of modern salesmanship more skillfully in order to achieve the organizational goals and render customer satisfaction.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

	Session Title	Duration (hr)	Training Methods
1.	Inauguration, Registration, Objective Setting	1	
1.	Understanding the basic issues of marketing	1	Lecture, Group Discussion
2.	The Marketing System & Task	2	Lecture, Group work, Exercise
3.	Developing Marketing Strategies and Plans	2	Lecture, Group work, Exercise
4.	Scanning Environment & conducting Mktg. Research	2	Lecture, Exercise, Case Study
5.	Market Demand Forecasting	3	Exercise
6.	Marketing Mix	1	Lecture, Exercise, Demons.
7.	Setting Product Strategy	2	Lecture
8.	Product Life Cycle and marketing Strategy	2	Lecture, Case Study
9.	Creating Long-Term Loyalty Relationships	1	Lecture, Exercise
10.	Segmentation, Targeting & Positioning Strategy	3	Lecture, video, Exercise
11.	Developing Pricing Strategy and Programs	2	Lecture, Exercise
12.	Wholesale and Retail Management	2	Lecture, Group work
13.	Brand Building & Brand Equity Management	4	Lecture, Video, Group work
14.	Understanding the sales Management & Salesmanship	2	Lecture, Case study, Discussion
15.	Characteristics require to be successful in sales	2	Lecture, Case study, Discussion
16.	Selling process, Handling Customer Objections	3	Exercise, Lecture, Discussion
17.	Motivating sales people	1	Lecture, Case Study
18.	Sales force size determination	2	Lecture, Case Study, Exercise
19.	Managing bad customer	1	Lecture, Group work
20.	Course Evaluation and Certificate Awarding	1	
	Total contact hour	40	

Co-ordinator : Nirjhar Mazumder

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BRAND MANAGEMENT FOR EFFECTIVE MARKETING

Course Duration : 03 – 14 March, 2019 (10 Days)

Timing : 17:30-21:30,

Venue : BIM, Dhaka

Course Fee : Tk. 9,000/-

Number of Participants : 20

Target Group/Who Should Attend:

Product Managers & Brand Managers of Business Organizations and Fresh Graduates who want to build their carrier as a Brand Manager

Eligibility for the course:

Junior & Mid level Executives and Fresh Graduates

Background of the Course:

Branding is the key to operate any business effectively. It creates awareness and reputation in the target market for long-term business. This course has been designed targeting the business organizations as they can develop their product and brand managers to build brand equity for life-time customer value.

Course Objectives

- Developing skills of the product and brand executives to build brand and manage the product mix and product lines?
- Enabling the executives as they can make better brand decisions to establish brand equity?
- Facilitating the organizations as they can win competitive advantages through setting a branding strategy?

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

	Session Title	Duration (hr)	Training Methods
1	Brand and Brand Management	4	Lecture & Exercise
2	Who do Brand Matter?	2	Lecture & Discussion
3	Customer Based Brand Equity	4	Lecture & Exercise
4	Designing Marketing Programs to build Brand	4	Lecture and Discussion
5	Identifying and establishing brand positioning	2	Lecture and Exercise
6	Planning and brand marketing programs	4	Lecture & Exercise
7	Integrating marketing communications	4	Lecture & Discussion
8	Leveraging secondary brand knowledge	2	Lecture & Exercise
9	Developing a brand equity measurement	4	Lecture and Discussion
10	Measuring sources of brand equity	4	Lecture and Exercise
11	Growing and sustaining brand equity	2	Lecture & Discussion
12	Managing brand over time.	4	Lecture & Exercise
	Total contact hour	40	(Fourteen Hrs)

Co-ordinator : **Dr. Uttam Kumar Datta**

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THE ART OF EFFECTIVE SELLING AND SALESMANSHIP

Course Duration : 19–20 April, 2019 (02 Days)

Venue : BIM, Dhaka.

Timing : 09:30-17:30

Course Fee : Tk. 6,000/-

Number of Participants : 20

Target Group/Who Should Attend:

Sales Manager, Supervisor, and Sales Representatives

Eligibility for the course:

Graduation Degree in any Discipline and Minimum One year experience as sales manager or salesperson.

Background of the Course:

Each and every business organization wants to increase sales volume as it is targeted. This target achievement mostly depends on using the art of the sales force. Most of the business organizations need to effectively manage their sales force. Therefore, this course has been designed for the sales force of a business organization to upgrade their knowledge, develop skill, and change their attitudes as they can achieve the yearly sales goal effectively.

Course Objectives

- Enabling the sales managers to forecast the market demand and setting quota for each territory and salesperson
- Facilitating and managing the sales force as they can use effective art of selling to achieve the yearly sales goals

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

	Session Title	Duration (hr)	Training Methods
1	Sales & Sales Management	1	Lecture & Exercise
2	Sales Forecasting, Quota, and Territory Management	2	Lecture & Discussion
3	Sales Force Designing and Sales Force Management	2	Lecture & Exercise
4	Duties of a Sales Manager/Supervisor	1	Lecture and Discussion
5	Effective Selling Techniques	2	Lecture and Exercise
6	Customer Satisfaction & Customer Relation Mgt.	2	Lecture & Exercise
7	Sales Monitoring and Performance Evaluation	2	Lecture & Discussion
8	Retailing & Direct Selling	1	Lecture & Exercise
9	Personal Selling and Salesmanship	2	Lecture and Discussion
10	Effective Measures of Sales Effectiveness	1	Lecture and Exercise
	Total contact hour	16	(Sixteen Hrs)

Co-ordinator : Dr. Uttam Kumar Datta

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SALES MANAGEMENT

Course Duration : 23- 27 June, 2019, (05 Days)

Timing : 17:30-21:30

Venue : BIM, Dhaka.

Course Fee : Tk. 7,000/-

Number of Participants : 20

Target Group/Who Should Attend:

The Training course is open to anyone interested in gaining or improving their integrated selling skills. Student with both Business and non-Business background may fit them for corporate job in business world and advance their CV with this Training.

Eligibility for the course:

This course is suitable for marketing and sales executives of different levels (i.e. marketing officer, sales officers, sales supervisors, sales representatives, area sales managers, distribution officer etc.) of both public and private sector enterprises. This program benefits professionals working in all areas of Business engaged in producing, marketing and communicating products.

Background of the Course:

Sales training, imparts knowledge on the fundamentals: it includes the basics of sales procedure – prospecting, needs identification, providing solutions and closing the sale. Additionally, in many industries, organizations need to follow certain rules and regulations while selling a product or a service. If employees are not made aware of these rules and regulations, companies may be answerable to the regulatory authorities. Hence sales team needs to be well-versed with all the mandatory requirements.

Course Objectives

- Be able to manage the sales management functions efficiently.
- Participants will be able to use the tools and techniques of modern salesmanship more skillfully in order to achieve the organizational goals and render customer satisfaction.
- Participants will be able to use different tools for promoting sales for selling more and earning more.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1	Inauguration, Registration, Objective Setting, Training Norms Setting	1	
2	The Concept of selling and Sales Management	1	Lecture, Discussion
3	Salesmanship	1	Lecture, Discussion
4	Characteristics required to be successful in sales	1	Lecture, Discussion
5	Causes of failure of sales people	1	Lecture, Discussion
6	Sales force recruitment, selection and training	2	Lecture, Group work
7	Sales force organization, quota setting, territory design	2	Lecture, Group work, Exercise
8	Selling strategy, Selling process	3	Lecture, Group work, Exercise
9	Approach customer	1	Lecture, Group work, Exercise
10	Sales Presentation techniques	1	Lecture, Exercise, Demons.
11	Handling Customer Objections	1	Lecture, Exercise, Demons.
12	Managing bad customer	1	Lecture
13	Sales Control and Cost Analysis, Sales Audit	2	Lecture, Problem solving
14	Leading and Motivating and Managing Sales Team	1	Lecture, Case study, Discussion
15	Certificate Awarding	1	
	Total contact hour	20	

Co-ordinator : Nirjhar Mazumder

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PROCUREMENT AND SUPPLY CHAIN MANAGEMENT

OPERATIONS AND SUPPLY CHAIN MANAGEMENT

Course Duration : 05-07 July 2018, 03 Days (including holidays)

Timing : 09:00-17:30

Venue : BIM, Dhaka

Course Fee : Tk.7,000/-

Number of Participants: 20

Target Group/who should attend:

This course is suitable for all level of managers and executives employed in Public sector, NGOs, Private and others organizations who are responsible for operations and supply chain management and willing to develop their career as professional on operations and supply chain management.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self-employed.

Background of the course:

The purpose of this training course is to provide competency based training to enable participants to develop a comprehensive understanding of the knowledge and skills in respect to Supply Chain Management for improving productivity and competitiveness with a view of restructuring the organizational functions to create a value added based thinking in the organization.

Course Objectives

The course is designed to provide the concepts about operations and supply chain management in order to efficient organizational functions. It is expected that after the successful completion of the course, participants will be able to:

- Understand the theoretical fundamentals of the operations and supply chain management.
- Give a general description of the supply chain management using, as appropriate, typical examples.
- Understand and interpret the analysis results.
- Apply knowledge in a practical manner using detailed procedures.

Evaluation Method:

Learning level - Pre-test and posttest.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1	Inauguration, Registration, Sharing course outline.	1	
2	Operations and Supply Strategy	2	Lecture, group discussion
3	Product and Service Design	2	Lecture, Exercise, group work
4	Strategic Capacity Management	2	Lecture, Exercise, group work
5	Process Analysis	2	Lecture, group discussion
6	Supply Chain Strategy	2	Case Study, Practical demonstration
7	Logistics and Facility Location	2	Lecture, Exercise, group work
8	Lean Manufacturing	2	Lecture, Exercise, group work
9	Enterprise Resource Planning	2	Lecture, group discussion
10	Demand Management and Forecasting	1	Lecture, group discussion
11	Inventory Control	2	Lecture, group discussion
12	Certificate awarding and course closing and evaluation	1	
	Total contact hour	21hrs.	

Co-ordinator : Dr. Engr. Mamunur Rashid

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ADVANCED SUPPLY CHAIN MANAGEMENT

Course Duration : 22 July – 02 August, 2018 and 10 – 21 March, 2019 (10 Days)
Timing : 17:30-21:30
Venue : BIM, Dhaka
Course Fee : Tk. 9,000/-
Number of Participants: 20

Target Group/Who Should Attend:

This course is designed for all types of business personnel who run, operate and maintain business in the present competitive market.

Eligibility for the course:

Any individual interested graduate from any discipline working in private, NGOs and who deal with the business.

Background of the Course:

In the era of competitive business world the practical knowledge of supply chain is very much important. It is necessary to purchase the raw materials in a competitive advantage and manufacturing product. Now the business process is not a separate organization, but it exists in a network of different business units. All the products are not coming from its final manufacturing unit. But the products are coming to the market through a chain from its origin. The knowledge of SC is necessary for all the business bodies.

Course Objectives

This course is designed for sharing the experiences to enable the participants to maintain and to manage strong relationship among the stakeholders effectively for successful business operation from the origin of ingredients of products to the market. After completing the course, participants will be able to:

- Maintain and to manage strong relationship among the stakeholders effectively for successful business operation.
- Handle different business activities efficiently.
- Plan the Market to introduce the product
- Choose the right supplier selection
- Maintain the supplier optimization

- Procure raw materials with competitive advantage
- Maintain the Inventory level and distribution channel
- Gain knowledge of value chain and value creation and others.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1.	Basic concepts of Supply Chain with different types of products in the market. Discussion on the different suppliers, Manufacturing process and Customers.	10	Lecture, discussion group
2.	Discussion on the right supplier selection, maintenance the supplier optimization and managing strong relationship among the stakeholders effectively for successful business operation.	10	Lecture, discussion group
3.	Discussion on the value chain, value engineering, competitive advantage and other necessary events.	4	Lecture, discussion group
4.	Discussion on TQM, Improving supply chain, Strategic supply chain.	8	Lecture, discussion group
5.	Discussion on the Inventory, Warehouse and Logistics management and product distribution channel.	8	Lecture, discussion group
Total contact hour		40	

Co-ordinator : Md. Aminul Islam.

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PUBLIC PROCUREMENT PROCESSING AND APPROVAL PROCEDURE

Course Duration : 06-09 August 2018, 04 Days (Working Days)

Timing : 10:00-16:00

Venue : BIM, Dhaka

Course Fee : Tk. 8,000/-

Number of Participants: 20

Target Group/who should attend:

Officers from different government, semi-government, autonomous bodies, public or private sector enterprises who are involved in public procurement may attend the course.

Eligibility for the course:

Any individual, graduate from any discipline working in public, private, NGO or self-employed involved in public procurement.

Background of the course:

The government has enacted the "Public Procurement Act 2006 (PPA 2006)" and the "Public Procurement Rules 2008 (PPR 2008)" to ensure the best value for money in the public sector and enhance efficiency, transparency and accountability in the public procurement process. It is mandatory to follow the PPA 2006 and the PPR 2008 for the procurement of any goods, works or services using public fund. Without a good knowledge on the PPA 2006 and the PPR 2008, it is not possible to ensure best value for public money.

Course Objectives

The major objective of the course is to provide a comprehensive understanding of the public procurement Processing and Approval Procedure in line with Public Procurement Rules 2008 and Public procurement Act 2006 for the people who have responsibility for public procurement.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

	Session Title	Duration (hr)	Training Methods
1.	Inauguration, Registration, Sharing Course Outline and Pre-Test	1	
2.	PPR Overview	2	Lecture, Group discussion
3.	Formation of Committees	1	Lecture, Group work
4.	Methods of Procurement of Goods and Works	4	Lecture, Group work
5.	Methods of Procurement of Services	4	Lecture, Group discussion
6.	Processing of Procurement	2	Lecture, Group discussion
7.	Complaint and Appeals	1	Lecture
8.	Delegation of Financial Power; Procurement Approval Procedure, PPPAP	1	Lecture, Exercise, Group work
9.	Post-Test	1	
10.	Certificate awarding and course closing and evaluation	1	
	Total contact hour	18	

Co-ordinator : **Engr. Md. Mehboob Hasan Kallol**

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PPR 2008 AND PUBLIC PROCUREMENT MANAGEMENT

Course Duration : 16-27, September 2018, 10 Days (Working days)

Timing : 10:00-16:00

Venue : BIM, Dhaka

Course Fee : Tk. 10,000/-

Number of Participants: 20

Target Group/who should attend:

Officers from different government, semi-government, autonomous bodies, public or private sector enterprises who are involved in public procurement may attend the course.

Eligibility for the course:

Any individual, graduate from any discipline working in public, private, NGO or self-employed involved in public procurement.

Background of the course:

The government has enacted the "Public Procurement Act 2006 (PPA 2006)" and the "Public Procurement Rules 2008 (PPR 2008)" to ensure the best value for money in the public sector and enhance efficiency, transparency and accountability in the public procurement process. It is mandatory to follow the PPA 2006 and the PPR 2008 for the procurement of any goods, works or services using public fund. Without a good knowledge on the PPA 2006 and the PPR 2008, it is not possible to ensure best value for public money.

Course Objectives

The major objective of the course is to provide a comprehensive understanding of the public procurement Rules, 2008 and Public procurement Act, 2006 for the people who have responsibility for public procurement.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

	Session Title	Duration (hr)	Training Methods
1.	Inauguration, Registration, Sharing Course Outline and Pre-Test	1.0	
2.	Overview of The Public Procurement Act, 2006 and PPR, 2008	2.5	Lecture, group discussion
3.	Public Procurement Committees	1.0	Lecture, group discussion
4.	Methods of Procurement of Goods and Works	4.5	Lecture, group work
5.	Processing of Procurement	3.5	Lecture, group discussion
6.	Preparation of Tender Documents (Goods)	4.5	Lecture, Exercise, Group work
7.	Preparation of Tender Documents (Works)	4.5	Lecture, Exercise, Group work
8.	International Procurement	4.5	Lecture, Group work
9.	Tender Opening and Evaluation	4.5	Lecture, Group work
10.	Methods of Procurement of Services	4.5	Lecture, Group work
11.	Complaint and Appeals	1.0	Lecture
12.	Delegation of Financial Power;	1.0	Lecture, Exercise, Group work
13.	Annual Procurement Planning	6.0	Lecture, Exercise, Group work
14.	Post-Test	1.0	
15.	Certificate awarding and course closing and evaluation	1.0	
	Total contact hour	45.0	

Co-ordinator : **Engr. Md. Mehboob Hasan Kallol**

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SUPPLY CHAIN MANAGEMENT

Course Duration : 23 September- 3 October, 10 Days (Working days)

Timing : 17:30-21:30

Venue : BIM, Dhaka

Course Fee : Tk. 9,000/-

Number of Participants: 20

Target Group/Who Should Attend:

This course is suitable for all level of managers and executives employed in Public sector, NGOs, Private and others organizations who are responsible for any management function.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self employed.

Background of the Course:

In this age of high connectivity and increasing exchangeability, none of the countries is self sufficient and single firm can produce the whole of product. Knowing only the core management function is not enough for a manager without considering the wholistic approach. So, sustainability of a business house is very much dependent on the overall condition of its supply chain. So, the knowledge for understanding of the supply chain is a must for a business manager.

Course Objectives

The course is designed to give an orientation into the concepts of Supply Chain Management and to improve the understanding of the participants in key supply chain strategies and how these can be used to lower costs, add value for customers and increase the competitive standing of the firm.

It is expected that after the successful completion of the course, participants will be able to:

- Get a concrete understanding of Supply Chain Management,
- Identify the business processes in working organization,
- Assess the interrelationship among different management functions,
- Evaluate the efficiency and responsiveness of a supply chain,
- Apply the methods & techniques for improvement of a supply chain.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

	Session Title	Duration (hr)	Training Methods
1.	Inauguration, Registration, Sharing course outline.	1	
2.	Introduction to Supply Chain Management	3	Lecture, group discussion
3.	Supply Chain Management: Related Concept & Terminology	4	Lecture, group work
4.	Demand Forecasting	2	Lecture, Exercise, group work
5.	Collaborative planning	2	Lecture, group discussion
6.	Strategic sourcing & Procurement	1.5	Lecture & Presentation
7.	Supplier Relation Management	1.5	Lecture, group work
8.	Purchase Management	3	Lecture, group work
9.	Commercial Management: Import-Export Documentation & Processing	4	Lecture, group discussion
10.	Inventory Management	2	Lecture, group discussion
11.	Networking, Distribution & Warehouse Management	2	Lecture, group discussion
12.	SCM: Evolution, Strategies	2	Lecture, group discussion
13.	SCM: Components, Drivers, Framework	2	Lecture, group discussion
14.	Performance Measures along Supply Chain	4	Lecture, group discussion
15.	Customer Relation Management: Context of Large Corporations & Small enterprises	3	Lecture, group discussion
16.	Review, Exercise, Tests & Closing	3	Multiple Methods
	Total contact hour	40	

Co-ordinator : Mohammad Sayeedur Rahman

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PPR 2008 & PUBLIC PROCUREMENT MANAGEMENT

Course Duration : 07- 18 October, 2018, (10 Days)

Timing : 17:30-21:30

Venue : BIM, Dhaka

Course Fee : Tk. 9,000/-

Number of Participants: 20

Target Group/Who Should Attend:

This course is designed for the officers who deal with the public funds and for its organization's procurement and project activities in the government offices.

Eligibility for the Course:

Any individual interested graduate from any discipline working in Public, in Projects and who deal with the public contract.

Background of the Course:

Facilitation is a technique that is necessary for all government officers in handling the activities of the public procurement process. As the Government promulgated the Public Procurement Act, 2006 (PPA, 2006) and the Public Procurement Rules, 2008 (PPR, 2008), all the government offices must follow the PPA and PPR for purchasing. The government officers need to acquire the sound and practical knowledge of PPR, 2008 for how to implement the activities of public procurement process.

Course Objectives

This course is designed for sharing the practical experiences to enable the participants to handle and to implement the public procurement effectively in accordance with the PPA 2006, its Amendments and PPR 2008 and its Amendments adopted by the government.

After completing the course, participants will be able to use:

- To avoid the risks involved in the procurement process
- To find out the ways of mitigating the risks
- To reduce the audit observations linked to procurement process
- Confidently do the public procurements abiding by the PPA and PPR
- Gather knowledge about the Government's such an important law and rules.
- To have a knowledge on E-GP procedure.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

	Session Title	Duration (hr)	Training Methods
1.	Basic concepts of public procurement process with PPA 2006 and PPR 2008 and their Amendments. Different methods of procurement of Goods, Works and Services.	10	Lecture, group discussion and Exercise
2.	Discussion on the Annual Procurement Planning (APP) for procurement of Goods, Works and Services and Exercise on preparation of APP and Formation of different committees & Preparation of Technical Specifications	10	Lecture, group discussion and Exercise
3.	Standard Tender Documents (STD) Exercise on Tender Data Sheet (TDS) of Goods and works and General Contract of Contract (GCC) with BOQ and Proposal Data Sheet (PDS).	8	Lecture, group discussion and Exercise
4.	Exercise on Tender Opening and Evaluation Process Contract Administration and Management	7	Lecture, group discussion and Exercise
	Total contact hour	40	

Co-ordinator : Md. Aminul Islam

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PUBLIC PROCUREMENT MANAGEMENT

Course Duration : 19-21 October 2018, 02 Days (including holidays)

Timing : 09:30-17:30

Venue : BIM, Dhaka

Course Fee : Tk.7,000/-

Number of Participants : 20

Target Group/who should attend:

This course is suitable for all level of managers and executives employed in Public sector, NGOs, Private and others organizations who are responsible for procurement and willing to develop their career as professional on public procurement management.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self-employed.

Background of the course:

The background of this course is to help bridge the current deficit in qualified human resources and to enable procurement professionals to cope with the challenges of regulating, executing and monitoring public procurement in an economic and socially responsive manner.

Course Objectives

The course is designed to provide the concepts and techniques of real public procurement management.

At the end of the program, the participants will have acquired a full spectrum of knowledge and skills covering:

- legislative and regulatory frameworks and corresponding institutional models for successful discharge of the functions of a modern procurement system
- execution of the procurement process for goods, works and services (including innovative contracting modalities like public private partnerships and e-procurement)
- procurement audit, control and reporting techniques in public procurement control and reporting techniques for procurement operations

Evaluation Method:**Learning level** - Pre-test and posttest.**Reaction Level-** Training evaluation.**Course Outline**

#	Session Title	Duration (hr)	Training Methods
1	Inauguration, Registration, Sharing course outline.	1	
2	Procurement Process	3	Lecture, group discussion
3	Procurement Management of Supply Contracts	2	Lecture, Exercise, group work
4	Procurement of Physical Services	3	Lecture, Exercise, group work
5	Works Procurement Management	3	Lecture, group discussion
6	Procurement of Consultancy services;	3	Lectures, Exercise,
7	Dispute settlement and Fraud and Corruption in Public Procurement	2	Lecture, Exercise, group work, Case Studies and practical demonstration.
8	Procurement Audit and E-Procurement (Legal issues and implementation models)	3	Lecture, Exercise, group work
9	Certificate awarding and course closing and evaluation	1	
	Total contact hour	21 hrs.	

Co-ordinator : Dr. Engr. Mamunur Rashid**Mobile : 01718-427947****E- mail : mamun87245@gmail.com**

PPR 2008 AND ANNUAL PROCUREMENT PLANNING

Course Duration : 21-25 October 2018, 5 Days (Working days)

Timing : 17:00-21:30

Course Fee : Tk. 7,000/-

25-29 November 2018, 5 Days (Working days)

Timing : 10:00-16:00

Venue : BIM, Dhaka

Course Fee : Tk. 8,000/-

Number of Participants: 20

Target Group/who should attend:

Officers from different government, semi-government, autonomous bodies, public or private sector enterprises who are involved in public procurement may attend the course.

Eligibility for the course:

Any individual, graduate from any discipline working in public, private, NGO or self-employed involved in public procurement.

Background of the course:

The government has enacted the "Public Procurement Act 2006 (PPA 2006)" and the "Public Procurement Rules 2008 (PPR 2008)" to ensure the best value for money in the public sector and enhance efficiency, transparency and accountability in the public procurement process. It is mandatory to follow the PPA 2006 and the PPR 2008 for the procurement of any goods, works or services using public fund. Without a good knowledge on the PPA 2006 and the PPR 2008, it is not possible to ensure best value for public money.

Course Objectives

The major objective of the course is to provide a comprehensive understanding of the public procurement Rules, 2008 and Public procurement Act, 2006 for the people who have responsibility for public procurement.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

	Session Title	Duration (hr)	Training Methods
1.	Inauguration, Registration, Sharing Course Outline and Pre-Test	1.0	
2.	Overview of The Public Procurement Act, 2006 and PPR, 2008	1.0	Lecture, group discussion
3.	Public Procurement Committees	1.0	Lecture, group discussion
4.	Tender Validities and Security Deposits	1.0	Lecture, group discussion
5.	Methods of Procurement of Goods and Works	4.0	Lecture, group work
6.	Methods of Procurement of Services	4.0	Lecture, Group work
7.	Delegation of Financial Power	1.0	Lecture, Exercise, Group work
8.	Annual Procurement Planning	5.0	Lecture, Exercise, Group work
9.	Post-Test	1.0	
10.	Certificate awarding and course closing and evaluation	1.0	
	Total contact hour	20.0	

Co-ordinator : Engr. Md. Mehboob Hasan Kallol

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SUPPLY CHAIN MANAGEMENT

Course Duration : 20 – 29 December, 2018 and 18 – 27 April, 2019 (06 Days)

Timing : 18:30-21:30

Venue : BIM, Chittagong

Course Fee : Tk. 6,500/-

Number of Participants : 20

Target Group/Who Should Attend:

Managers, executives and other professionals working in business function & dealing with people in the organization. Also fresh graduates from any discipline can participate in this course.

Eligibility for the course:

Graduate from any discipline.

Background of the Course:

This course provides a background to evolution of this concept of supply chain and a strategic framework to analyze design, planning, and operational decision within supply chain. Such a framework helps clarify supply chain goals and identify managerial actions that improve supply chain performance in terms of the desired goals.

Course Objectives

The course is designed to give an orientation of supply chain management and to improve the understanding of the participants in key supply chain strategies and how these can be used to lower costs and add values for the customers and increase the competitive standing of the firm.

Evaluation Method:

Learning level - Pre-test and post test.

Reaction Level: Training evaluation.

Course Outline

#	Session Title	Duration (hr)	Training Methods
1	Issues and Challenges in Business at present	1	Lecture, group discussion
2	Basic Concepts of Supply Chain Management	2	Lecture, group discussion
3	Supply Chain Relationships	3	Lecture, group discussion
4	Demand Management	3	Lecture, group discussion
5	Distribution Management	3	Lecture, group discussion
6	Transportation Management	3	Lecture, group discussion
7	Up Scaling Customer Satisfaction	2	Lecture, group discussion
8	Sustainable Supply Chain Design	1	Lecture, group discussion
Total contact hour:		18	

Co-ordinator :Engr. Md. Tariqul Islam

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PROJECT MANAGEMENT

PROJECT MANAGEMENT

Course Duration : 27-29September 2018, 03 Days (including holidays)

Timing : 09:00-17:30

Venue : BIM, Dhaka

Course Fee : Tk.7,000/-

Number of Participants: 20

Target Group/who should attend:

This course is suitable for all level of managers and executives employed in Public sector, NGOs, Private and others organizations who are responsible for total quality management and willing to develop their career as professional on project management.

Eligibility for the course:

Any individual, graduate from any discipline working in private, public and NGO or self-employed.

Background of the course:

The purpose of this training course is to provide competency based training to enable participants to develop a comprehensive understanding of the knowledge and skills about the modern system of project management process and how to obtain competitiveness in market by project management.

Course Objectives

The course is designed to provide the concepts and techniques of real project preparation to project management. It is expected that after the successful completion of the course, participants will be able to:

- Understand the theoretical fundamentals of the project management.
- Give a general description of the management using, as appropriate, typical examples.
- Understand and interpret the analysis results and apply knowledge in a practical manner.
- Gain insight to procedural aspects of obtaining certification of PMP.

Evaluation Method:**Learning level** - Pre-test and posttest.**Reaction Level** - Training evaluation.**Course Outline**

#	Session Title	Duration (hr)	Training Methods
1	Inauguration, Registration, Sharing course outline.	1	
2	Project Concept; Project Development Cycle; Project Identification and developing project need statement. Project Generation & Selection; Steps of Analysis; Exercise on Problem Tree, Objective Tree and Assumptions.	3	Lecture, group discussion
3	Concept and Techniques of Monitoring and Evaluation.	2	Lecture, Exercise, group work
4	Project Planning and Control, Scheduling, Resource Allocation; Critical Path Analysis (CPM); Program Evaluation and Review Techniques (PERT) and Earned Value Management (EVM) and Exercise on CPM, PERT and EVM.	3	Lecture, Exercise, group work
5	Project Planning, Scheduling and Controlling; Factors to Consider When Crashing A Project; Steps in Project Crashing and Time Cost Trade Offs	3	Lecture, group discussion and, Practical demonstration
6	Real Life Project on Project Proposal Preparation	3	Case Study
7	Project Appraisal and Evaluation	2	Lecture, Exercise, group work
8	Project Management Exercise	3	Lecture, Exercise, group work
9	Certificate awarding and course closing and evaluation	1	
	Total contact hour	21hrs.	

Co-ordinator : Dr. Engr. Mamunur Rashid**Mobile** : 01718-427947**E- mail** : mamun87245@gmail.com

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