

Professional Services Unit (PSU), Mona School of Business and Management

The University of the West Indies, Mona

The Professional Services Unit (PSU) of the Mona School of Business and Management (MSBM) is a Management Consulting and Executive Education Firm in Jamaica and the Caribbean focused on Business, Public Sector and Non-Government Organisations. Established in 2009, the main strategic objective of the PSU is to profitably diversify and grow the MSBM's revenue stream.

Led by Dr William Lawrence, the PSU has leveraged a number of unique value propositions to successfully launch and enhance its competitive market positioning. These include:

- Application of **scholarly research** to consulting assignments and course development
- A distinguished **business-restructuring model** used globally and endorsed internationally by the Turnaround Management Association and the Institute of Industrial Engineers
- Comprehensive **proprietary databases** for management education and consulting
- Leadership in the provision of **project management education**

The PSU is organised in the following areas: -

- ⇒ Executive Education (Scheduled Courses and Customised Training)
- ⇒ Management Consulting
- ⇒ Short-term Contract Research.

The Project Management Institute (PMI) has named MSBM a Registered Education Provider (R.E.P.). The R.E.P. designation validates that an organization meets or exceeds PMI's rigorous quality standards and can deliver world-class, effective project management training and education.

**To register or for further information, contact
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EXECUTIVE EDUCATION SCHEDULE

August 2017 - December 2018



Courses	TIME	COST (J\$)	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	
Project Management	1. Principles & Practices of Project Management SBSC 6008 Saturdays (6 classes /36 hrs)	9:00 am - 4:30 pm	115,000	26,	2, 9, 16, 23, 30	28,	11, 18, 25,	2, 9	13, 20, 27,	3, 10, 17	17, 24	7,14, 21, 28	26,	2, 9 , 16, 23, 30	25,	1, 8, 15, 22, 29	27,	10, 17, 24,	1, 8	
	2. Principles & Practices of Project Management SBSC 6008 Sundays (6 classes/36 hrs)	10:00 am- 5:30 pm	115,000			8, 22, 29	5, 12, 19			4, 11, 18, 25,	4, 11		27	3, 10, 17, 24,	1		28	4, 11, 18 25,	2	
	3. Principles & Practices of Project Management SBSC 6008 Mon. & Wed. (evenings) MIXED MODE (12 classes /36 hrs)	5:45 pm - 9:00 pm	115, 000		11, 13, 18, 20, 25, 27,	2, 4, 9, 11, 18, 23					19, 21, 26, 28,	4, 9, 11, 16, 18, 23, 25, 30					10, 12, 17, 19, 24, 26,	1, 3, 8, 10, 17, 22		
	5. Principles & Practices of Project Management SBSC 6008 Saturdays (6 classes /36 hrs) Montego Bay	9:00 am - 4:30 pm	115,000			7, 21,	4, 18,	2, 9								11, 25,	8 , 22,	6, 20		
	6. Principles & Practices of Project Management SBSC 6008 Fridays (6 classes /36 hrs)	9:00 am - 4:30 pm	105,000 Special							2, 9, 16, 23,	2, 9			1, 8,15, 22, 29,	6					
	7. Project Leadership for Executives SBSC 6014 Wed. (1 day (6 hrs) For Senior Executives & Managers	9:00 am - 4:30 pm	45,000				15					18					29			
	8. Project Portfolio Management SBSC 6007 (3 classes /18 hrs) Pre-requisite: Project Management	9:00 am - 4:30 pm	61,000		23, 30	7				13, 20, 27								6, 20, 27		
	9. Project Risk Management SBSC 6011 (3 classes /18 hrs) Pre-requisite: Project Management	9:00 am - 4:30 pm	61,000										12, 19, 26							
	Leadership & Management Development	10. Transformational Leadership SBSC 6900 (3 classes/18 hrs)	9:00 am - 4:30 pm	46,000				5, 12, 19					4, 11, 18						3, 10, 17	
11. Managing Conflict in Organizations SBSC 6902 (2 classes /12 hrs)		9:00 am - 4:30 pm	33,000							14, 21										
12. Financial Management Made Simple SBSC 6106 (2 classes /6 hrs)		9:00 am - 4:30 pm	26,000				8, 15					12,19						7, 14, 21		
13. Introduction to Supervisory Management SBSC 6600 (3 classes /18 hrs)		9:00 am - 4:30 pm	33,000			7, 21, 28			7, 14, 21				2, 9 ,16				3, 10, 17			
14. Advanced Supervisory Management SBSC 6601 (3 classes /18 hrs) Pre-requisite: Supervisory Management		9:00 am - 4:30 pm	33,000				9, 16, 23				7, 14, 21							10, 17, 24		
Business Communication	15. Introduction to Report Writing SBSC 6205 (2 classes)	9:00 am - 4:00 pm	Bundle of 3 courses = 42,000 Each course = 23,000			10, 17						5, 12								
	16. Introduction to Proposal Writing SBSC 6202 (2 classes)	9:00 am - 4:00 pm				10, 24							5, 19							
	17. Critical Thinking & Effective Writing for Managers SBSC 6204 (2 classes)	9:00 am - 4:30 pm				10, 31							5, 26							
Sales	18. Selling Successfully SBSC 6304 (2 classes)	9:00 am - 4:30 pm	31,000			10, 17							10, 17							