



# EXECUTIVE EDUCATION

## Scheduled Programmes

August 2018 – July 2019

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 Programmes 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 the Professional Services Unit: 876 977-6035 / 876 977-7174 / 876 977-6976  
Annabelle Graham - Ext. 383, [annabelle.graham02@uwimona.edu.jm](mailto:annabelle.graham02@uwimona.edu.jm) | Ingrid Bennett - Ext. 239, [ingrid.bennett02@uwimona.edu.jm](mailto:ingrid.bennett02@uwimona.edu.jm)  
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# KINGSTON

The UWI Mona Campus

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# 2018

## Project Management

Date	Year	Course	Structure	Time	Cost*
<b>AUG 25, SEPT 1, 8, 15, 22, 29</b>	<b>2018</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$130,000
<b>SEPT 10, 12, 17, 19, 24, 26, OCT, 1, 3, 8, 10, 17, 22</b>	<b>2018</b>	Principles & Practices of Project Management (SBSC 6016)	(12 classes/36 hrs) MON & WED (EVENINGS)	5:45 pm - 9:00 pm	J\$130,000
<b>OCT 5, 12, 19, 26, NOV 9, 16</b>	<b>2018</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) FRIDAYS	9:00 am - 4:30 pm	J\$130,000
<b>OCT 27, NOV 10, 17, 24, DEC 1, 8</b>	<b>2018</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$130,000

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Date	Year	Course	Structure	Time	Cost*
<b>OCT 28, NOV 4, 11,18, 25, DEC 2</b>	<b>2018</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SUNDAYS	10:00 am - 5:30 pm	J\$130,000

Date	Year	Course	Structure	Time	Cost*
<b>OCT 6, 20, 27</b>	<b>2018</b>	Introduction to Project Portfolio Management (SBSC 6018) <i>*Prerequisite - Project Mgmt</i>	(3 classes/18 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$65,000

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## Leadership & Management Development

Date	Year	Course	Structure	Time	Cost*
<b>OCT 3, 10, 17, 24</b>	<b>2018</b>	Supervisory Management (SBSC 6611)	(4 classes/24 hrs) WEDNESDAYS	9:00 am - 4:30 pm	J\$55,000

Date	Year	Course	Structure	Time	Cost*
<b>OCT 18, 25</b>	<b>2018</b>	Managing Conflict in Organizations (SBSC 6608)	(2 classes/12 hrs) THURSDAYS	9:00 am - 4:30 pm	J\$33,000

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Date	Year	Course	Structure	Time	Cost*
<b>NOV 10, 17, 24</b>	<b>2018</b>	Transformational Leadership in the 21 <sup>st</sup> Century (SBSC 6607)	(3 classes/18 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$49,500

Date	Year	Course	Structure	Time	Cost*
<b>NOV 21, 28</b>	<b>2018</b>	Financial Management Made Simple (SBSC 6106)	(2 classes/12 hrs) WEDNESDAYS	9:00 am - 4:30 pm	J\$33,000

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## Business Communication

Date	Year	Course	Structure	Time	Cost*
<b>NOV 10, 17, 24, DEC 1</b>	<b>2018</b>	Business Communication Suite (SBSC 6208)	(4 classes/24 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$55,000

## Sales

Date	Year	Course	Structure	Time	Cost*
<b>NOV 10, 17</b>	<b>2018</b>	Selling Successfully: A Guide to Sales Techniques (SBSC 6304)	(2 classes/12 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$33,000

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# 2019

## Project Management

Dates	Year	Course	Structure	Time	Cost*
<b>JAN 19, 26, FEB 2, 9, 16, 23</b>	<b>2019</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$130,000
<b>FEB 1, 8, 15, 22, MAR 1, 8</b>	<b>2019</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) FRIDAYS	9:00 am - 4:30 pm	J\$130,000
<b>FEB 3, 10, 17, 24, MAR 3, 10</b>	<b>2019</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SUNDAYS	10:00 am - 5:30 pm	J\$130,000
<b>FEB 4, 6, 11, 13, 18, 20, 25, 27, MAR 4, 11, 13, 18, 20, 25</b>	<b>2019</b>	Principles & Practices of Project Management (SBSC 6016)	(12 classes/36 hrs) MON & WED (EVENINGS)	5:45 pm - 9:00 pm	J\$130,000

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<b>Dates</b>	<b>Year</b>	<b>Course</b>	<b>Structure</b>	<b>Time</b>	<b>Cost*</b>
<b>MAR 2, 9, 16, 23, 30, APR 6</b>	<b>2019</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$130,000
<b>APR 14, 28, MAY 5, 12, 19, 26</b>	<b>2019</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SUNDAYS	10:00 am - 5:30 pm	J\$130,000
<b>MAY 4, 11, 18, 25, JUN 22, 29</b>	<b>2019</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$130,000
<b>MAY 6, 8, 13, 15, 20, 22, 27, 29, JUN 3, 5, 10, 12</b>	<b>2019</b>	Principles & Practices of Project Management (SBSC 6016)	(12 classes/36 hrs) MON & WED (EVENINGS)	5:45 pm - 9:00 pm	J\$130,000
<b>JUN 7, 14, 21, 28, JULY 5, 12</b>	<b>2019</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) FRIDAYS	9:00 am - 4:30 pm	J\$130,000
<b>JUN 23, 30, JUL 7, 14, 21, 28</b>	<b>2019</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SUNDAYS	10:00 am - 5:30 pm	J\$130,000

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Dates	Year	Course	Structure	Time	Cost*
<b>MAR 12, 19, 26</b>	<b>2019</b>	Introduction to Project Portfolio Management (SBSC 6018) <i>*Prerequisite - Project Mgmt</i>	(3 classes/18 hrs) TUESDAYS	9:00 am - 4:30 pm	J\$65,000
<b>JUN 4, 11, 18</b>	<b>2019</b>	Introduction to Project Portfolio Management (SBSC 6018) <i>*Prerequisite - Project Mgmt</i>	(3 classes/18 hrs) TUESDAYS	9:00 am - 4:30 pm	J\$65,000

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Date	Year	Course	Structure	Time	Cost*
<b>FEB 2, 9, 16, 23</b>	<b>2019</b>	Supervisory Management (SBSC 6611)	(4 classes/24 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$55,000
<b>JUL 6, 13, 20, 27</b>	<b>2019</b>	Supervisory Management (SBSC 6611)	(4 classes/24 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$55,000

Date	Year	Course	Structure	Time	Cost*
<b>MAY 4,11</b>	<b>2019</b>	Financial Management Made Simple (SBSC 6106)	(2 classes/12 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$33,000

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Date	Year	Course	Structure	Time	Cost*
<b>FEB 20, 27</b>	<b>2019</b>	Managing Conflict in Organizations (SBSC 6608)	(2 classes/12 hrs) WEDNESDAYS	9:00 am - 4:30 pm	J\$33,000
<b>MAY 15, 22</b>	<b>2019</b>	Managing Conflict in Organizations (SBSC 6608)	(2 classes/12 hrs) WEDNESDAYS	9:00 am - 4:30 pm	J\$33,000

Date	Year	Course	Structure	Time	Cost*
<b>APR 12, 19, 26</b>	<b>2019</b>	Transformational Leadership in the 21 <sup>st</sup> Century (SBSC 6607)	(3 classes/18 hrs) FRIDAYS	9:00 am - 4:30 pm	J\$49,500

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Date	Year	Course	Structure	Time	Cost*
<b>APR 2, 9, 16, 23</b>	<b>2019</b>	Business Communication Suite (SBSC 6208)	(4 classes/24 hrs) TUESDAYS	9:00 am - 4:30 pm	J\$55,000

## Sales

Date	Year	Course	Structure	Time	Cost*
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# MONTEGO BAY

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# 2019

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