



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
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KINGSTON

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2018

Project Management

Date	Year	Course	Structure	Time	Cost*
AUG 25, SEPT 1, 8, 15, 22, 29	2018	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$130,000
SEPT 10, 12, 17, 19, 24, 26, OCT, 1, 3, 8, 10, 17, 22	2018	Principles & Practices of Project Management (SBSC 6016)	(12 classes/36 hrs) MON & WED (EVENINGS)	5:45 pm - 9:00 pm	J\$130,000
OCT 5, 12, 19, 26, NOV 9, 16	2018	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) FRIDAYS	9:00 am - 4:30 pm	J\$130,000
OCT 27, NOV 10, 17, 24, DEC 1, 8	2018	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*
OCT 28, NOV 4, 11,18, 25, DEC 2	2018	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*
OCT 6, 20, 27	2018	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*
OCT 3, 10, 17, 24	2018	Supervisory Management (SBSC 6611)	(4 classes/24 hrs) WEDNESDAYS	9:00 am - 4:30 pm	J\$55,000

Date	Year	Course	Structure	Time	Cost*
OCT 18, 25	2018	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*
NOV 3, 10, 17	2018	Transformational Leadership in the 21 st Century (SBSC 6607)	(3 classes/18 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$49,500

Date	Year	Course	Structure	Time	Cost*
NOV 14, 21	2018	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*
NOV 10, 17, 24, DEC 1	2018	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*
NOV 10, 17	2018	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*
JAN 19, 26, FEB 2, 9, 16, 23	2019	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$130,000
FEB 1, 8, 15, 22, MAR 1, 8	2019	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) FRIDAYS	9:00 am - 4:30 pm	J\$130,000
FEB 3, 10, 17, 24, MAR 3, 10	2019	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SUNDAYS	10:00 am - 5:30 pm	J\$130,000
FEB 4, 6, 11, 13, 18, 20, 25, 27, MAR 4, 11, 13, 18, 20, 25	2019	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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Dates	Year	Course	Structure	Time	Cost*
MAR 2, 9, 16, 23, 30, APR 6	2019	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$130,000
APR 14, 28, MAY 5, 12, 19, 26	2019	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SUNDAYS	10:00 am - 5:30 pm	J\$130,000
MAY 4, 11, 18, 25, JUN 22, 29	2019	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$130,000
MAY 6, 8, 13, 15, 20, 22, 27, 29, JUN 3, 5, 10, 12	2019	Principles & Practices of Project Management (SBSC 6016)	(12 classes/36 hrs) MON & WED (EVENINGS)	5:45 pm - 9:00 pm	J\$130,000
JUN 7, 14, 21, 28, JULY 5, 12	2019	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) FRIDAYS	9:00 am - 4:30 pm	J\$130,000
JUN 23, 30, JUL 7, 14, 21, 28	2019	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*
MAR 12, 19, 26	2019	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
JUN 4, 11, 18	2019	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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FEB 2, 9, 16, 23	2019	Supervisory Management (SBSC 6611)	(4 classes/24 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$55,000
JUL 6, 13, 20, 27	2019	Supervisory Management (SBSC 6611)	(4 classes/24 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$55,000

Date	Year	Course	Structure	Time	Cost*
MAY 4,11	2019	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*
FEB 20, 27	2019	Managing Conflict in Organizations (SBSC 6608)	(2 classes/12 hrs) WEDNESDAYS	9:00 am - 4:30 pm	J\$33,000
MAY 15, 22	2019	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*
APR 12, 19, 26	2019	Transformational Leadership in the 21 st 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*
APR 2, 9, 16, 23	2019	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

Project Management

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APR 27, MAY 4,11,18, 25, JUN 1	2019	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SATURDAYS		J\$130,000

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