



# EXECUTIVE EDUCATION

## Scheduled Programmes

August 2019 – July 2020

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.

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

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# 2019

## Project Management

Date	Year	Course	Structure	Time	Cost*
<b>SEPT 7, 14, 21, 28; OCT 5, 12</b>	<b>2019</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$140,000
<b>SEPT 9, 11, 16, 18, 23, 25, 30; OCT, 2, 7, 9, 14, 16</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\$140,000
<b>OCT 4, 11, 18, 25; NOV 8, 15</b>	<b>2019</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) FRIDAYS	9:00 am - 4:30 pm	J\$140,000

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Date	Year	Course	Structure	Time	Cost*
<b>OCT 27; NOV 3, 10, 17, 24; DEC 1</b>	<b>2019</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SUNDAYS	10:00 am - 5:30 pm	J\$140,000

Date	Year	Course	Structure	Time	Cost*
<b>OCT 5, 12, 19</b>	<b>2019</b>	Introduction to Project Portfolio Management (SBSC 6018) *Prerequisite - Project Mgmt.	(3 classes/18 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$70,000

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## Leadership & Management Development

Date	Year	Course	Structure	Time	Cost*
<b>SEPT 25; OCT 2, 19, 16</b>	<b>2019</b>	Supervisory Management (SBSC 6611)	(4 classes/24 hrs) WEDNESDAYS	9:00 am - 4:30 pm	J\$60,000

Date	Year	Course	Structure	Time	Cost*
<b>OCT 17, 24</b>	<b>2019</b>	Managing Conflict in Organizations (SBSC 6608)	(2 classes/12 hrs) THURSDAYS	9:00 am - 4:30 pm	J\$40,000

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Date	Year	Course	Structure	Time	Cost*
<b>NOV 9, 16, 23</b>	<b>2019</b>	Transformational Leadership in the 21 <sup>st</sup> Century (SBSC 6607)	(3 classes/18 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$55,000

Date	Year	Course	Structure	Time	Cost*
<b>NOV 13, 20</b>	<b>2019</b>	Financial Management Made Simple (SBSC 6106)	(2 classes/12 hrs) WEDNESDAYS	9:00 am - 4:30 pm	J\$40,000

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## Business Communication

Date	Year	Course	Structure	Time	Cost*
<b>NOV 6, 13, 20, 27</b>	<b>2019</b>	Business Communication (SBSC 6208)	(4 classes/24 hrs) WEDNESDAYS	9:00 am - 4:30 pm	J\$60,000

## Sales

Date	Year	Course	Structure	Time	Cost*
<b>NOV 14, 21</b>	<b>2019</b>	Selling Successfully: A Guide to Sales Techniques (SBSC 6304)	(2 classes/12 hrs) THURSDAYS	9:00 am - 4:30 pm	J\$40,000

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## Enterprise Risk Management

Date	Year	Course	Structure	Time	Cost*
<b>OCT 2, 9, 16</b>	<b>2019</b>	Enterprise Risk Management (SBSC 6900)	(3 classes/18 hrs) WEDNESDAYS	9:00 am - 4:30 pm	J\$70,000

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# 2020

## Project Management

Dates	Year	Course	Structure	Time	Cost*
<b>JAN 18, 25; FEB 1, 8, 15, 22</b>	<b>2020</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$140,000
<b>FEB 2, 9, 16, 23; MAR 1, 8</b>	<b>2020</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SUNDAYS	10:00 am - 5:30 pm	J\$140,000
<b>FEB 7,14, 21, 28; MAR 6,13</b>	<b>2020</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) FRIDAYS	9:00 am - 4:30 pm	J\$140,000
<b>FEB 10, 12, 17, 19, 24; MAR 2, 4, 9, 11, 16, 18, 23</b>	<b>2020</b>	Principles & Practices of Project Management (SBSC 6016)	(12 classes/36 hrs) MON & WED (EVENINGS)	5:45 pm - 9:00 pm	J\$140,000

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<b>Dates</b>	<b>Year</b>	<b>Course</b>	<b>Structure</b>	<b>Time</b>	<b>Cost*</b>
<b>MAR 14, 21, 28; APR 4, 18, 25</b>	<b>2020</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$140,000
<b>APR 19, 26; MAY 3, 10,17, 31</b>	<b>2020</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SUNDAYS	10:00 am - 5:30 pm	J\$140,000
<b>MAY 4, 6, 11, 13, 18, 20, 27; JUN 1, 3, 8, 10, 15</b>	<b>2020</b>	Principles & Practices of Project Management (SBSC 6016)	(12 classes/36 hrs) MON & WED (EVENINGS)	5:45 pm - 9:00 pm	J\$140,000
<b>MAY 30; JUN 6, 13, 20, 27; JUL 4</b>	<b>2020</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$140,000
<b>JUN 5, 12, 19, 26; JUL 3, 10</b>	<b>2020</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) FRIDAYS	9:00 am - 4:30 pm	J\$140,000
<b>JUN 21, 28; JUL 5, 12, 19, 26</b>	<b>2020</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SUNDAYS	10:00 am - 5:30 pm	J\$140,000

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Dates	Year	Course	Structure	Time	Cost*
<b>MAR 10, 17, 24</b>	<b>2020</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\$70,000
<b>JUN 2, 9, 16</b>	<b>2020</b>	Introduction to Programme Management (SBSC 6022) <i>*Prerequisite - Project Mgmt.</i>	(3 classes/18 hrs) TUESDAYS	9:00 am - 4:30 pm	J\$70,000

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Date	Year	Course	Structure	Time	Cost*
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<b>JUN 6, 13, 20, 27</b>	<b>2020</b>	Supervisory Management (SBSC 6611)	(4 classes/24 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$60,000

Date	Year	Course	Structure	Time	Cost*
<b>MAY 2, 9</b>	<b>2020</b>	Financial Management Made Simple (SBSC 6106)	(2 classes/12 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$40,000

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Date	Year	Course	Structure	Time	Cost*
<b>MAR 11, 18, 25</b>	<b>2020</b>	Managing Organizational Change: A Practical Approach	(2 classes/12 hrs) WEDNESDAYS	9:00 am - 4:30 pm	J\$60,000
<b>MAY 13, 20</b>	<b>2020</b>	Managing Conflict in Organizations (SBSC 6608)	(2 classes/12 hrs) WEDNESDAYS	9:00 am - 4:30 pm	J\$40,000

Date	Year	Course	Structure	Time	Cost*
<b>APR 17, 24; May 1</b>	<b>2020</b>	Transformational Leadership in the 21 <sup>st</sup> Century (SBSC 6607)	(3 classes/18 hrs) FRIDAYS	9:00 am - 4:30 pm	J\$55,000

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Date	Year	Course	Structure	Time	Cost*
<b>APR 25; MAY 2, 9, 16</b>	<b>2020</b>	Business Communication (SBSC 6208)	(4 classes/24 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$60,000

## Sales

Date	Year	Course	Structure	Time	Cost*
<b>JUN 6, 13</b>	<b>2020</b>	Selling Successfully: A Guide to Sales Techniques (SBSC 6304)	(2 classes/12 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$40,000

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<b>JAN 25; FEB 1, 8</b>	<b>2020</b>	Enterprise Risk Management (SBSC 6900)	(3 classes/18 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$70,000
<b>APR 15, 22, 29</b>	<b>2020</b>	Enterprise Risk Management (SBSC 6900)	(3 classes/18 hrs) WEDNESDAYS	9:00 am - 4:30 pm	J\$70,000
<b>JUL 3, 10, 17</b>	<b>2020</b>	Enterprise Risk Management (SBSC 6900)	(3 classes/18 hrs) FRIDAYS	9:00 am - 4:30 pm	J\$70,000

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# 2019

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<b>APR 25; MAY 2, 9, 16, 30; JUN 6</b>	<b>2020</b>	Principles & Practices of Project Management (SBSC 6016)	(6 classes/36 hrs) SATURDAYS	9:00 am - 4:30 pm	J\$140,000

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