

NEWS BULLETIN



2018

CENTER FOR EXECUTIVE EDUCATION

A Training, HR Assessment and
Consultancy Firm



CENTER FOR
EXECUTIVE EDUCATION



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Editor's Note

Welcome to the second news bulletin of Center for Executive Education (CEE) for 2018. The objective is to keep our business partners informed of all activities carried out by us. All projects undertaken by CEE in association with our key clients are presented in order to highlight the value added in terms of promoting continuous learning through practical knowledge provision.

Leading firms that operate in different sectors collaborated with us to enhance capacity of their human resource through management trainings and academic certifications. Various government institutions supported CEE in the way to promote sustainable economic development by awarding numerous vocational training programs designed specifically for deserving individuals of society.

Active engagement and dedication of CEE team throughout the life-cycle of all commercial and social sector projects triggered successful completion. Contributions put forth by all of you are highly valuable.



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Learning & Development Best Practices presented at 1st Corporate L&D Summit 2018

The **"1st Corporate Learning & Development Summit"** held on August 16, 2018, was organized by Center for Executive Education (CEE), University of Management and Technology. The theme of the event was "Global best practices of Learning & Development".

CEE provided a platform for the learning & development fraternity to share latest developments, activities, and thematic underpinnings across industries around the globe. More than 40 corporates collaborated with CEE to make this summit a successful event by sending their L&D & HR professionals. 50+ HR heads, directors, managers and professionals from L&D fraternity took part in this knowledge driven event.

Mr. Mohammad Ali Haider Chauhan, Director MBA program, UMT, welcomed the guests. Prof. Dr. Ali Jawa, Learning Chair EO & Director, Wilshire Laboratories Pvt Ltd, delivered the key note address. He highlighted six learning & development trends to embrace for maximum ROI. Mr. Asher Ramish, Director, CEE, presented triple-loop learning philosophy of CEE.



A panel of L&D professionals shared their ideas on "Global Best practices of L&D". The panel included Mr. Ali Raza Zaidi, Manager Management Development Center, Descon Engineering Limited, Miss Faiza Shakeel, Manager HR, Haier Pakistan, Mr. Muhammad Ali Khan, Manager HR, Shaukat Khanum Memorial Cancer Hospital and Research Centre, Mr. Mohammed Atif Mir, HR & Admin Manager, Jotun Pakistan, Mr. Hussain Ahmad, Corporate Manager HR, Avanceon Limited, Mr. Syed Zakir Hussain, Senior HR Manager, Al Moez Group and Mr. Jawad Gilani, Head of Organizational Excellence, Packages Limited.



Different business domains attending 1st Corporate Learning & Development Summit 2018 arranged by Center For Executive Education (CEE) UMT.

The panel was moderated by Mr. Aly Raza Syed. It was concluded that L&D industry is transforming towards more technology centric approach. With millennials constituting 30-35% of organizational workforce, new and innovative L&D initiatives will be required.

The second panel discussion on "Transformation: The next frontier" was attended by CEE / SBE trainers. The panel comprised of trainers from different business domains including Dr. Naveda Kitchlew, Mr. Adeel S. Shaikh, Mr. Aly Raza Syed, Mr. Ijaz Yusuf and Mr. Imran Sadiq. The panel was moderated by Mr. Asher Ramish. Key outcome entailed that transformation is achieved when learning brings change to the existing state and breaks status quo. It was also mentioned that transformation is context bound and should be brought according to dynamics of local culture.

Mr. Aly Raza Syed, Director Outbound Wing, CEE,

gave outbound exposure and said that outbound training is the only hands-on methodology taking place in outdoor/wilderness settings that embeds a true sense of experiential learning in trainees. Mr. Manzar Bashir, Business Psychologist & Chartered CIPD, provided insights of "People development & HR Assessments" during his key note address. An interactive mic rolling session was also conducted that provided an opportunity to L&D professionals to give their constructive inputs on "Strategies adopted for high impact L&D".

The esteemed audience added value by presenting their viewpoints and delivering their knowledge inputs during panel discussions, keynote speeches and mic rolling sessions. Representatives from industry were of the opinion that such events should take place often as this is the need of the hour. In the end a vote of thanks and summit key takeaways were summed up by Dr. Naveda Kitchlew, Dean SBE, UMT.



Director CEE Mr. Asher Ramish, Director Outbound Mr. Aly Raza Syed and Different business domains including Dr. Naveda Kitchlew, Mr. Adeel S. Shaikh, Mr. Ijaz Yusuf and Mr. Imran Sadiq are in a discussion on "Transformation: The next frontier" at 1st Corporate Learning & Development Summit 2018 arranged by Center For Executive Education (CEE) UMT.

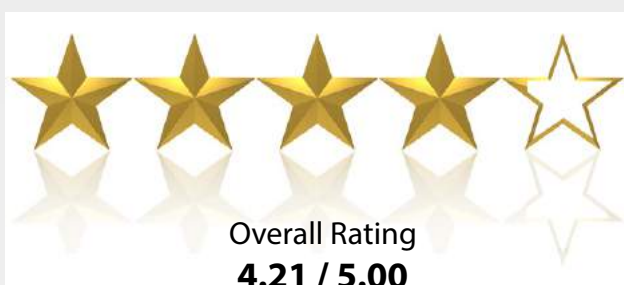
OPEN ENROLLMENT, CUSTOMIZED & OUTBOUND TRAINING PROGRAMS

Center for Executive Education (CEE) organized its first international training on “Teaching with Technology” dated 7th & 8th September, 2017.



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Teaching with Technology

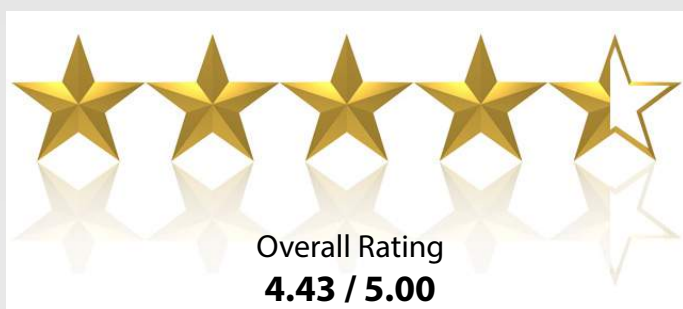


More than 40 faculty members from cross-functional departments attended the two-day training session. The training was facilitated by Mr. Azfar Rana and Dr. Debra Sprague connected through live blue jeans from George Mason University, USA

Mr. Azfar Rana familiarized audience with the fundamentals of e-learning, and he also highlighted different aspects of distant learning culture such as the use of open educational resources and students access for assignment submissions.

Dr. Debra edified the idea of using technology in teaching that covered basic level issues such as the types of teaching technologies and selection of most appropriate technology as well as the advanced level topics encompassing techniques to engage students with technology and methods to increase students’ engagement through flipping the courses.

Advanced Presentation Skills



CEE designed a customized training program on the topic of “Advanced Presentation Skills” for a client operating in chemical sector. The training was provided by Ms. Fatima Manzar on 25th & 26th October, 2017. It was tailored to the client’s needs that were revealed during pre-training discussions and assessments.

The overall objective of the training was to help participants to develop as professional and competent presenters. They were equipped with the key skill of focusing on the needs of the audience and were taught the importance of having a clear message when giving a verbal or a written presentation.

Knowledge imparted to trainees during two-day training session comprised of the fundamentals of presentation skills; various types of presentation; planning, development and delivery of a verbal/written presentation in an effective way; identification and avoidance of pitfalls in making presentation; influence of audience type and purpose on making presentation.



Ms. Fatima Manzar presenting the certificate to a client operating in chemical sector for attending “Advanced Presentation Skills” program training.

Finance for Non-Finance Professionals



Mr. Adeel Shaikh is conducting the training titled as "Finance for Non-Finance Professionals".



CEE developed a two-day training program, on a client's demand, that intended to satisfy the need of non-finance professionals to understand finance function, its importance in corporate decision making and its impact on overall organizational goals.

The training titled as "Finance for Non-Finance Professionals" was conducted by Mr. Adeel Shaikh on 17th & 18th November, 2017.

Through pragmatic learning, participants were trained to boost their analytical abilities to look at the issues and projects in a better and evaluative manner. They learnt various financial techniques and strategies that are helpful in applying correct set of analysis to a particular situation. Through insight, awareness and techniques coupled with literature findings, participants were allowed to complement their existing subject area skills with financial sense.

Seamless Teams – From Good to Great



CEE outbound wing devised an outbound training program on team building for its valued client to provide experiential learning opportunity to its employees. The theme of the training was “Seamless Teams – From Good to Great” that was mutually decided after exhaustive assessments and multiple meetings with client.

The program was carried out on 29th and 30th November, 2017 by Mr. Aly Raza Syed in collaboration with experienced and competent outbound team.

It was a well-structured and highly interactive program that was designed to challenge participants to think with a growth mindset and come up with organization wide holistic solutions to achieve corporate level goals. The aim of the program was to bring people closer, foster better communication and promote working in collaboration thus achieving coherence, cooperation and comradeship. During the execution of the program, participants were engaged in meaningful activities and games where they clearly saw hidden aspects of their behavior and learnt various intricacies of team potential in them.

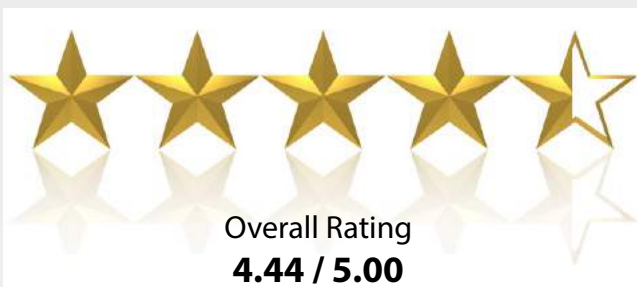


Participants of the program by Mr. Aly Raza Syed in collaboration with experienced and competent outbound team.

Selling with Winning Mindset



Participants actively attending the training session conducted to regulate sales performance by Center For Executive Education.



One of our business partners generated query to assess training needs of its sales team to eliminate performance gaps. In order to cater client's department specific needs, CEE offered a one-day training session on "Selling with Winning Mindset" that was facilitated by our two expert trainers including Mr. Imran Sadiq and Mr. Aly Raza Syed. The training was executed on 1st March, 2018.

Theoretical knowledge was inculcated and was supplemented by action-oriented learning techniques including challenging games, activities and stimulations. The training session began with overview of essential selling concepts that included the selling dynamics; understanding company & product portfolio; developing productive customer relationships; developing customer oriented mind set; effective sales call/presentation of action plan; developing winning mindset for effective selling; selling more without being pushy. The concepts were then reinforced through outdoor activities. The session was tied up with peer evaluations and development of future action plan.

MS Excel – Basic to Intermediate

CEE arranged a series of two tool based trainings on the request of an esteemed client that belongs to petroleum industry. The topic of the customized training program was “MS Excel – Basic to Intermediate” that was planned and implemented by Mr. Tahir Mahmood Fazal. Training sessions were held on 8th & 9th March, 2018 and 15th & 16th March, 2018 respectively.

These MS Excel training workshops focused on helping the business and finance users to become smart workers and use this tool's potential to enhance their productivity, efficiency and job enrichment.

Knowledge sharing was achieved through lectures, hands on practice, individual activities and interactive discussions. Participants were taught basic use of MS Excel and were trained to gain expertise in utilizing excel for analyzing data; creating tables and charts; inserting formulas / functions for efficient data management; collaborating with people.



Students attending lecture at the MS Excel training workshops arranged by Center For Executive Education (CEE)

One Team, One Vision and One Mission



Participants being active in a customized outdoor learning program named as “One Team, One Vision and One Mission” designed and executed by Mr. Aly Raza Syed.

CEE customized a high energy outdoor learning program named as “One Team, One Vision and One Mission” that was designed and executed by Mr. Aly Raza Syed. The action learning program was staged in indoor and outdoor settings at Bhurban and its vicinity on 15th and 16th April, 2018. It was blended with highly interactive team building activities, action oriented games, competition & facilitated debriefs. This hands on applicative training program sought to jell people from different regions closer by instilling in them a sense of one team one unit spirit so as to solidify their competitive position in

the market place. During the execution of that program, participants were engaged in meaningful activities that reinforced their mindsets on a two prong focus i.e. a) the crucial importance of regional traditions, values and aspirations they represent and b) synergistically integrating these into a cohesive one national team unit responsible to execute a business strategy of the firm.

Winning Sales Team



A highly interactive and inspirational one-day training session on “Winning Sales Team” was organized by CEE for world’s eminent home appliance manufacturer. The event was conducted by Mr. Aly Raza Syed on 4th June, 2018. Fifty different level employees from sales department participated in that workshop.

The training program was designed to achieve multiple outcomes that entail understanding B2B customer’s business objectives and devising a sales plan accordingly; instilling a winning mindset and belief pattern in sell out team; co-creating value with B2B customer; working on “In-store” strategies of merchandising and product placements; uplifting team moral and motivation. At the end of the training, not only were the participants mentally charged and motivated, but also were fortified with the techniques, strategies and unified Winning Sales Team.



Participants attending the a highly interactive and inspirational one-day training session on “Winning Sales Team”.

Inventory Planning & Warehouse Management



A diversified group of professionals belonging from different industrial sectors attending the training that promoted cross-learning.



CEE organized an open enrollment training on the topic of "Inventory Planning and Warehouse Management" on 11th & 12th July, 2018 that was facilitated by Mr. Ijaz Yusuf.

A diversified group of professionals, who belong to different industrial sectors, attended the training that promoted cross-learning.

The training was designed in a way that sharpened participants' skill set to initiate cost savings. It enabled trainees to understand material handling systems; to enhance the efficiency of warehouse; to identify the KPIs of warehouses. They learnt management tools and techniques to improve the stocks of material stored.

CERTIFICATE TRAININGS

A series of certificate programs were introduced by CEE. It comprised of multiple one-day certification trainings in the area of Supply Chain Management. Professionals working in different organizations actively participated in these trainings. Learning outcomes were enhanced through frequent interactions and two way discussions along with lecture delivery. Trainees provided their industry specific inputs related to subject matter taught and then overall conclusion was drawn by facilitator through summing up all ideas.



SKILL DEVELOPMENT TRAININGS

Fashion Designing

A 6-month training course of "Fashion Designing" was offered in association with Punjab Skills Development Fund under Punjab Skills Development Program. Classes began in October 2017. The course was taught by highly qualified trainer who imparted theoretical knowledge and practical application to the participants. The program was successfully completed in March 2018, and certificates were awarded to the trainees



Pattern Drafting and Cutting

CEE was allocated another course of "Pattern Drafting and Cutting" by Punjab Skills Development Fund that was launched under Punjab Skills Development Program. The duration of the course was 6 months. Twenty Five trainees were enrolled in the course. Conducive learning environment was provided to trainees to gain new skills and polish their existing competencies

Industrial Stitching Machine Operator

CEE magnificently delivered a 3-month course of Punjab Skills Development Program that was named as "Industrial Stitching Machine Operator". Technical and financial proposals were submitted that were evaluated and then the course was awarded to CEE on the basis of merit. Classes were commenced in October 2017. After the completion of first batch, the contract was extended on the basis of outstanding performance. Classes of second batch started in January 2018, and participants were awarded certificates in March 2018



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Shifa International Hospitals Ltd.

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