



University of Management and Technology

Executive MBA (Weekend) Program

Training Calendar (Spring-2021) SECTION-A

Spring 2021

S #:	Department	Batch via course	Course Code	Course Title	Training Date & Title Module 1	Training Date & Title Module 2	Training Date & Title Module 3	Assessment/Off Weekend
					20 - 21 March	27 - 28 March	03 - 04 April	
1	Marketing	F20-06 S21-01	CMK510	Marketing Strategy	Foundations of Modern Marketing (salman Zaheer)	Market Positioning for Competitive Advantage (imran Sadiq)	Effective Marketing Strategies (imran Sadiq)	
Ramzan Break from April 05, 2021 to May 21, 2021								
					22 - 23 May	29-30 May	05 - 06 June	12 - 13 June
2	Marketing	F20-07 S21-02	MK625	Sales and Sales Force Management	Motivating & Managing Sales Force (imran Sadiq)	Digital Marketing & CRM (Dr. Hammad Mushtaq)	Managing Retail Business (Imran Sadiq)	OFF
					19 - 20 June	26 - 27 June	03-04 July	10-Jul-21 to 30-Jul-21
3	Finance	F20-08 S21-03	CFN550	Managerial Finance	Time Value of Money (Mr. Abdul Rafay)	Cost of Capital Decisions (Mr. Abdul Rafay)	Risk & Return (Mr. Abdul Rafay)	Eid ul Azha break
					31 July & 1st Aug	7-8 Aug	14-15 Aug	21-22 Aug
4	Management	F20-09 S21-04	CMG530	Leadership and Organizational Behavior	Profiling corporate leaders (Mr. Ali Haider Chauhan)	Personality (Dr. Iqbal Mehmood)	Pakistan Day	Team dynamics and negotiations (Dr Sami Ullah Bajwa)
					28-29 Aug	11-12 Sep	18-19 Sep	
5	Operations & Supply Chain	F20-10 S21-05	CMK530	Operations Management	Process Strategies (Dr. Ijaz Yusuf)	Process Mapping and Analysis (Mr. Asher Ramish)	Managing Services Operations (Mr. Asher Ramish)	Semester Break