

Head of Department
Faculty of Management Science
Att: Cluster Head (Finance)

Faculty & Student Development, FREE Training workshop

on "How to Become a Professional Consultant" at Islamabad. (Next three months we are conducting these session in Karachi, Lahore & Faisalabad)

PIE in Collaboration with **CIMA Pakistan**, Organizing a Training workshop on the following programs for Faculty and Students Separately.

25 faculty members from Management Science Finance Department from all Rawalpindi & Islamabad based Universities will be selected on first come first serve basis.

200 Students will participate from 20 Universities and also on first come first serve basis.

Please find enclosed the registration form, send duly filled form and return by email by 13th October 2017 Friday 5 pm.

Lunch and refreshments are included accordingly, Group Photo and a Certificate will be awarded to all the participants.

We are really sorry for the short notice, but we expect a good response to this free training workshops for faculty and Youth Development.

Waiting for your valuable reply.

Best regards



Tahir Chaudhry
President & CEO

FACULTY DEVELOPMENT WORKSHOP

Date of faculty Development training program **Monday 16th Oct 2017**

Duration: **3 hours (10:30am to 3: PM)**

Venue: **Grand Regency Hotel, 1-Club Road, Islamabad.**

Content: How to become a professional Consultant to Improve Industry Academia Linkage and Role of CIMA in Professional Development

(A brief synopsis)

Training workshop on “How to Become a Professional Consultant” with following details;

Have you ever wondered how to be a consultant? What does a consultant do? Well, the answer is simple – a consultant consults. The answer, though true in its basic sense, is much too vague. If you want to become a self-employed consultant, you need to have a better idea about the business and the way to set it up. Let’s try to define the role of a consultant.

The task of a consultant is to provide advice to an individual or organization about matters in a specific niche. Still sounds vague; right? You need to dig a little deeper into the area before you plunge in to establish your business as a consultant.

Learning Outcomes;

- Benefits of Trainer & Consultant to the Industry as well as Academia
- How to Improve Quality, Productivity and Profitability of any organization.
- Entrepreneurship development/Incubation Centre/Commercialization of University Research / Projects and Start-up Companies/Event Management, Conferences, Seminar and Workshops as commercial venture.
- How to establish Career Development Centre as business venture and its effectiveness
- Role of Consultant in any Industry Development, Turnaround Management through Business Process Re-Engineering
- How to turn Training & Consultancy as a Business Startup in any Industry.

STUDENT GROOMING WORKSHOP

About our session for Students (STUDYING ACCOUNTING AND FINANCE or BBA, MBA Finance) in Islamabad and Rawalpindi.

Date of Student's grooming training program Tuesday 17th Oct 2017

Duration: 3.5 hours (2:00 pm to 5:30pm)

Venue: Grand Regency Hotel, 1-Club Road, Islamabad.

Content: How to become a professional Consultant to Improve Industry Academia Linkage and Role of CIMA in Professional Development

Content: Consultancy as Career, Personal & Professional Development for Career and Role of CIMA PAKISTAN

What would be covered in the program? (A brief synopsis)

- Impact of Higher Education on Society/Industry/Govt. and Society
- Are you realistic about your own capabilities and limitations?
- Are you motivated and self-disciplined?
- Do you have a support network? Is your family behind you?
- Are you prepared to work long hours to establish the business?
- Do you have good interpersonal skills?
- Are you decisive?
- Do you 'stick with it's when times get difficult?
- Do you take advice, learn from mistakes and reflect on assignments?
- Are you in good health and can you cope with stressful situations, tight timescales and demanding clients?
- Have you fully weighed up the risks in establishing your own consultancy?
- establishing your own consultancy, is consultancy for you?
- Self-audit,
- selling yourself
- Networking
- How much should you charge?
- Legal Aspects and Other Requirements

Learning Outcomes;

- ☐ Communication Skills, Reading, Writing
- ☐ Communication Skills, Listening (listening practice/Group exercise)
Speaking
- ☐ Challenging and opportunity in job market
- ☐ Self-actualization: option for flexible career & Talent Management
- ☐ Learn and develop relevant job skills
- ☐ Jobs Search strategy
- ☐ Entrepreneurship; The innovative ideas
- ☐ Opportunities for Entrepreneurship
- ☐ E-marketing & E-business
- ☐ Important Areas to be Emphasized in Student's Academic Life
Acquiring excellence in career
- ☐ Confidence Building, Decision- making skills and importance of decision making.

CIMA –Sponsored Training Workshop

<i>Personal Information</i>	
Name:	<i>Mr. / Mrs. / Ms.</i>
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Mob:	
E-mail:	

University Name:	
Address:	
Mailing Address: (if different)	
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Please use extra sheet if you want to send more faculty members or students