

2024 OPEN NOMINATION CALENDAR



Welcome PARTNER

THIS IS FOR
2024

We are pleased to collaborate with
you on your Learning and
Performance Journey.



AGENDA

About Us

- Our capacity Statement

Our Approach

- Methodology & Delivery Approach

Course Synopsis





ABOUT US

OUR CAPABILITY STATEMENT

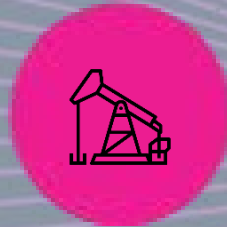
- Between 1992 and 1999, the business known as IBFC*Agusto* Training Limited, was carried out in the training divisions of two related companies. In 1999, it became a joint venture training business, and was later incorporated into a limited liability company (IBFC*Agusto* Training Limited) in 2001.
- Effective 1st of July 2014, consequent upon a business restructuring exercise, IBFC*Agusto* Training Ltd and Alliance Consulting (one of its owner firms) combined their businesses to form IBFC*Alliance* Limited. Over the years, the company has provided bespoke training courses and seminars in the Nigerian market and beyond.

OUR CAPABILITY STATEMENT

For close to three decades, we have been involved in providing critical capacity support to various sectors of the Nigerian economy including the:



**FINANCIAL
SERVICE
INDUSTRY**



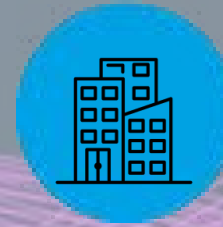
**OIL AND
GAS
INDUSTRY**



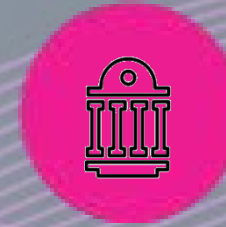
**MANUFACTURING
INDUSTRY**



**TELECOMS
INDUSTRY**



**SERVICES
INDUSTRY**



**PUBLIC
SECTOR**

Our footprint extends beyond Nigeria as we have carried out training and consulting assignments for leading organizations in:

- Ghana
- Sierra Leone
- Gambia

as well as multi-lateral organizations like the IFC

OUR APPROACH

OUR LEARNING & DEVELOPMENT INTERVENTION APPROACH

- ❖ We deliver our learning and development interventions using global best practices.
- ❖ Our learning approach:
 - ❖ Web-based delivery (virtual)
 - ❖ Instructor led
 - ❖ Modular format
 - ❖ Theoretical Concepts
 - ❖ Discussion groups
 - ❖ Practical Exercises & Case Studies
 - ❖ e-Learning

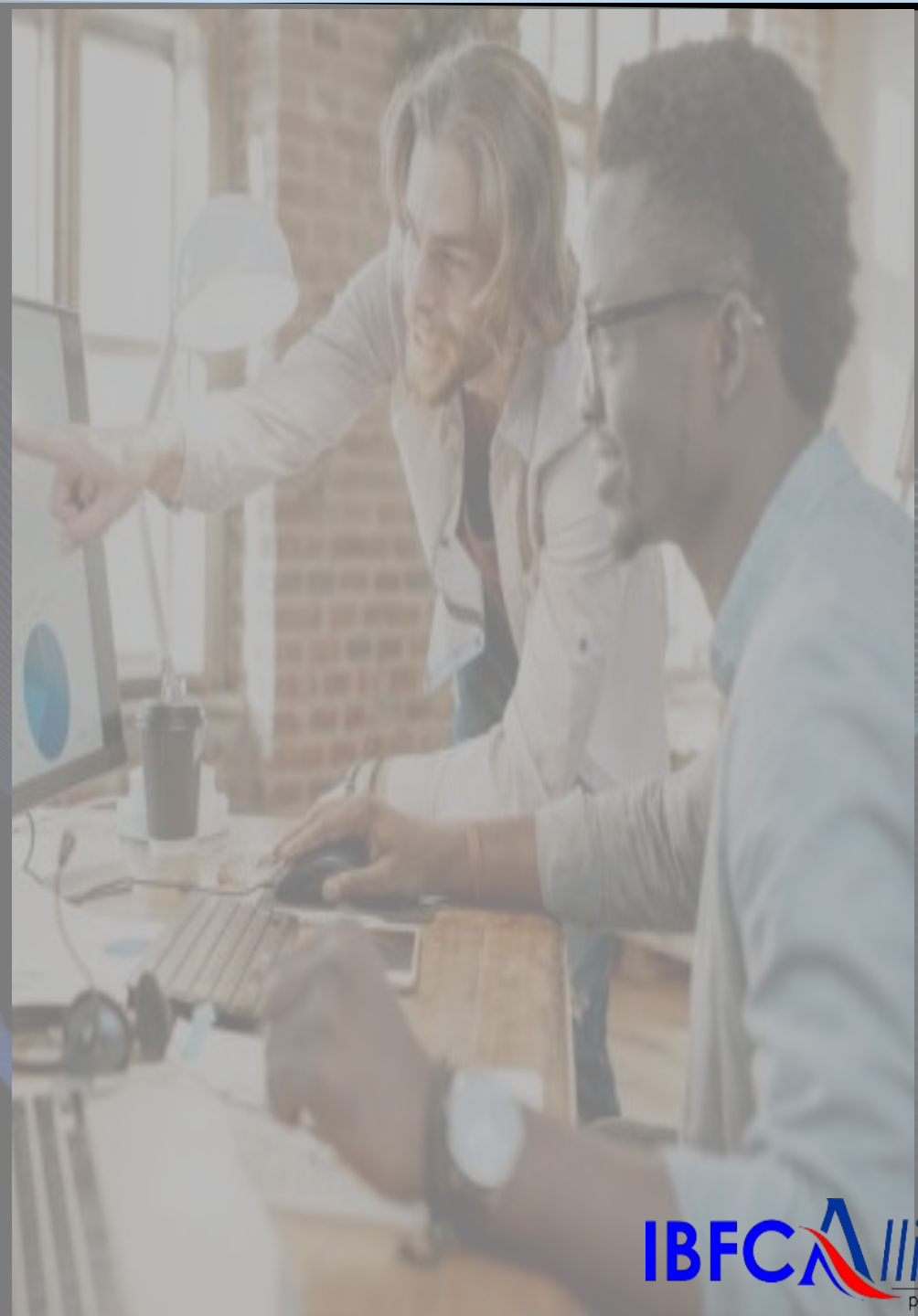
OUR METHODOLOGY

- We deliver our learning and development interventions to global standards
- The courses will be delivered in modular formats either in a classroom or an online learning environment
- A combination of lecture, discussion, video and case study method will be used.
- Course materials will be sent ahead to the participants to study before the session.
- e-certificates will be given to the participants at the end of the virtual session.

2024

OUR PRODUCTS/ SERVICES

Offerings



SPECIALIZED COURSE OFFERINGS

MANAGEMENT DEVELOPMENT PROGRAMME (MDP)

Bespoke Learning Engagement for management staff, over 2 to 3 Months (15/20 days of developmental engagement) for in-depth understanding of the commercial aspect of business

To be led (instructor -led facilitation) by Industry Professionals

EXECUTIVE DEVELOPMENT PROGRAMME (EDP)

Custom-made Learning Engagement, designed for senior executive management, over 5 days to focus on strategic management and the development of good leadership strategies. It will hone in on improving business acumen to inspire high-impact performance.

To be led by Industry Experts (both local and International) @ International venues

E- LEARNING COURSES

- Accounting
- Financial Statement Analysis
- Foundational credit
- Financial independent Beyond the Career

- Retail → Single User Purchase
- Commercial → Bulk User Purchase
- Outright Purchase

INTERNATIONAL PARTNERSHIP TRAINING FOR BESPOKE OURSES

International and Local training arrangement with our International partners in United Arab Emirates (UAE)

2024 OPEN COURSES

PERSONAL DEVELOPMENT COURSES

Financial Independence Beyond the Career (FIBC)

- 1 day
- Jan 24
- N120,000
- Physical 8 Hrs/day

Personal Financial Management & Entrepreneurial Skills

- 2 days
- Jan 29-30
- N150,000
- Physical 8 Hrs/day

GENERAL MANAGEMENT COURSES

Cybersecurity Fundamentals

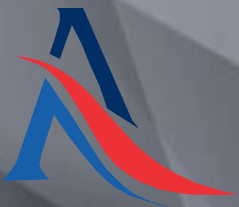
- 2 days
- Mar 5-6
- N190,000
- Physical 8 Hrs/day

Developing Leadership Competencies in a Challenging Environment

- 2 days
- Apr 17-18
- N190,000
- Physical 8 Hrs/day

Creativity and Innovation for Marketplace Survival

- 2 days
- Jun 5-6
- N250,000
- Physical 8 Hrs/day



2024 OPEN COURSES

GENERAL MANAGEMENT COURSES

Essentials of Business Etiquette and Protocols

- 2 days
- Feb. 27 - 28
- N165,000
- Physical 8 Hrs/day

Work Life Balance for Improved Mental Wellbeing

- 2 days
- Mar 20-21
- N180,500
- Physical 8 Hrs/day

Professional Communication, Presentation and Report Writing Skills

- 2 days
- Mar. 21 - 22
- N195,000
- Physical 8 Hrs/day

Corporate Governance and Ethics – In a Digital Era

- 2 days
- Jun 26 – 27
- N180,000
- Physical 8 Hrs/day

Essential Principles of Personal Effectiveness for Optimal Performance

- 2 days
- Jul 24-25
- N185,000
- Physical 8 Hrs/day

Emotional Intelligence and Interpersonal Skills

- 2 days
- Oct 14-15
- N180,000
- Physical 8 Hrs/day



2024 OPEN COURSES

ACCOUNTING AND FINANCE COURSES

Financial Modelling & Simulations

- 4 days
- May 6-9
- N315,000
- Physical 8 Hrs/day

Demystifying Finance for Non-Finance Professionals

- 3 days
- Jul 3-5
- N195,500
- Physical 8 Hrs/day

Analysing Financial Reports - Facts Behind the Figures

- 3 days
- Aug. 12-14
- N200,000
- Physical 8 Hrs/day

IFRS 9 and Its Implication for Asset Valuation

- 3 days
- Sept 9-11
- N250,000
- Physical 8 Hrs/day



2024 OPEN COURSES

HUMAN RESOURCE COURSES

Improving Organizational Culture & Structure

- 2 days
- Feb 21-22
- N160,000
- Physical 8 Hrs/day

Understanding Performance Management

- 2 days
- Mar 4-5
- N160,000
- Physical 8 Hrs/day

Productivity and Workforce Management

- 2 days
- Oct 30-31
- N160,000
- Physical 8 Hrs/day



2024 OPEN COURSES

MARKETING AND SALES COURSES

Digital Marketing for Improving Sales Funnel

- 2 days
- Mar 27-28
- N185,500
- Physical 8 Hrs/day

Selling and Relationship Management in a Challenging Environment

- 2 days
- Jun 10-11
- N185,000
- Physical 8 Hrs/day

Mastering the Art of Effective Negotiation

- 2 days
- Aug 26-27
- N170,500
- Physical 8 Hrs/day

Customer Service – Offering a Wow Experience

- 2 days
- Nov 4-5
- N180,000
- Physical 8 Hrs/day



2024 OPEN COURSES

BANKING COURSES

Digital Lending Fundamentals (Fintech Credit)

- 2 days
- March 12-13
- N215,000
- Physical 8 Hrs/day

Anti money laundering – AML/CFT/CPF: Current Trends and Regulatory Issues

- 2 days
- March 12-13
- N200,000
- Physical 8 Hrs/day

Fundamental of Financial Markets

- 2 days
- April 3-4
- N175,000
- Physical 8 Hrs/day

Digitalization in Banking Business

- 2 days
- May 15-16
- N180,000
- Physical 8 Hrs/day



2024 OPEN COURSES

BANKING COURSES

Fundamentals of Non-Interest Banking Business in Nigeria

- 2 days
- Feb 1-2
- N180,000
- Physical 8 Hrs/day

Strategic Credit Portfolio Management

- 2 days
- Apr 3-4
- N235,000
- Physical 8 Hrs/day

Credit Risk Analysis Principles

- 3 days
- Sept 16-18
- N200,000
- Physical 8 Hrs/day

Understanding the Business of Banking

- 2 days
- Oct 16-17
- N170,000
- Physical 8 Hrs/day



2024 OPEN COURSES

INVESTMENT COURSES

Risks and Opportunities in Equities Investment

- 2 days
- Feb. 12-13
- N195,500
- Physical 8 Hrs/day

Understanding Alternative Investments

- 2 days
- May 29-30
- 180,000
- Physical 8 Hrs/day

Principles of Investments and Portfolio for Wealth Management

- 2 days
- July 17-18
- N250,000
- Physical 8 Hrs/day

Budgeting and Performance Management

- 2 days
- Sept. 25-26
- N180,000
- Physical 8 Hrs/day

Financial Arithmetic Literacy – Understanding the Basic Financial Language

- 2 days
- Nov. 13 - 14
- N160,000
- Physical 8 Hrs/day

Fundamental Equity Valuation

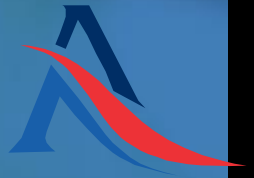
- 3 days
- Nov 27-29
- N255,000
- Physical 8 Hrs/day





Partnering for Performance

- We provide bespoke training courses that cater to your unique learning and development need(s)
- We can also deliver our training programmes virtually and on an in-plant basis



Follow Us

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ibfcalliance NG



@IBFCAllianceLtd



@ibfcallianceltd



IBFCAlliance Limited



9th Floor, UBA House, 57 Marina, Lagos, Nigeria
Tel: +234(0) 812-172-2312, (0) 817-217-4296
(0) 817-421-9674, (0) 809-395-9438

Email: info@ibfcalliance.com
Website: www.ibfcalliance.com
E-learning: litera.ibfcalliance.com