

# TRAINING CATALOGUE





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### **MESSAGE FROM CHIEF EXECUTIVE OFFICER**

#### Dear Professionals,

Warm greetings from Starrich Consulting International! As the Chief Executive Officer, I am pleased to invite you to our upcoming short courses in the beautiful City of Arusha, Dar-es-Salaam and any other place.

Arusha's breathtaking landscapes and vibrant culture provide the perfect backdrop for our intensive and enriching learning experience. Not only will you have the opportunity to enhance your professional skills, but you will also have the chance to immerse yourself in the wonders of this incredible city.

At Starrich, we understand the importance of continuous learning and development in today's dynamic business landscape. Our short courses are designed to equip practitioners, managers and early career individuals with the necessary knowledge, tools, skills and insights to thrive in duties, roles and assignments that positively impact an organisation.

By choosing Starrich Consulting International, you can expect the following:

- **Excellence in Training:** Our experienced trainers, highly regarded industry experts, will deliver engaging sessions that combine theoretical knowledge with practical case studies. You will gain valuable insights and skills that can be immediately applied in your workplace.
- **Comprehensive Course Content:** Our courses cover a detailed perspective of the course chosen to enable the participant to acquire the required competence after completing the course.
- **Networking Opportunities:** The short courses at Starrich bring together like-minded professionals from various organisations and industries. This creates a unique platform for networking, sharing experiences, and building valuable connections that can greatly enhance your professional network.
- **Personalised Approach:** We understand that every participant has unique learning needs and goals. Our courses are designed to cater to individual requirements, ensuring you receive personalised attention and guidance throughout your learning journey.
- **Good Learning Environment:** Corridor Springs Hotel, our partner venue, provides a professional, comfortable, and conducive setting for our short courses. With its modern facilities, peaceful surroundings, and supportive staff, you will have all the necessary ingredients for a productive and enjoyable learning experience.

I strongly encourage you or your members to attend our short courses and invest in professional growth. Let's unlock potential and empower participants to become professionals, experts, leaders and highly effective managers.

Don't miss this exclusive opportunity! Please register today and join us in Arusha for an unparalleled learning experience.

Best regards, Richard S.M

Chief Executive Officer Starrich Consulting International



## **1.0** INTRODUCTION

**Starrich** is a business that offers a diversified range of consulting services such as management consultancy, recruitment, training, business planning services, market search, investors' connection and professional editing services. Starrich is a registered business in Tanzania and has many clients in Tanzania and abroad. Starrich Consulting International offers diversified short courses to enhance competence for sustainable productivity.



MANAGEMENT

CONSULTANCY







RECRUITMENT

TRAINING

BUSINESS PLANNING SERVICES



MARKET SEARCH



INVESTOR CONNECTION



<image>



# 2.0 RATIONALE OF OUR SHORT COURSES

Short courses for early career individuals, practitioners and managers serve as valuable professional development opportunities to enhance knowledge, skills, and competencies in different business and management areas. These courses are designed to address the ever-evolving challenges and developments in organisational practices, providing professionals with the necessary tools and insights to navigate the complex business and management landscape. Here are several key reasons why short courses are essential for early career individuals, practitioners and managers:

- 1. Up-to-date work Knowledge: Business practices and regulations constantly change in response to legal, technological, and societal advancements. Short courses provide a platform for professionals to stay updated on the latest trends, best practices, and legislative changes. By engaging in continuous learning, practitioners can remain knowledgeable in various business and organisational areas.
- 2. Skill Enhancement: Short courses offer opportunities to develop and strengthen specific skills relevant to participants' roles. These courses are often tailored to address critical business functions, such as general management, accounting and finance, HR, procurement, records, public relations, marketing, auditing, IT, NGO management and many others. By honing these skills, professionals can perform their roles more effectively, leading to improved organisational outcomes.
- **3. Career Advancement:** Investing in professional development through short courses can significantly contributetocareergrowth.Practitionersandmanagerswhodemonstrateacommitmenttoongoinglearning and development tend to be sought after by employers. Acquiring new skills and expanding knowledge can open doors to promotions, expanded responsibilities, and increased job prospects within the HR field.
- 4. Networking Opportunities: Short courses provide a unique platform for professionals to engage with peers from various organisations, industries, and backgrounds. Networking opportunities allow participants to share experiences, exchange ideas, and build professional relationships. Collaborating with fellow practitioners can enable professionals to broaden their perspectives and gain new insights into challenges and solutions.
- 5. Adaptability to Industry Changes: In today's fast-paced business environment, business practices must adapt to meet evolving organisational needs. Short courses allow professionals to learn about innovative approaches, technological advancements, and emerging business trends. This enhances agility and equips practitioners to proactively address new challenges, such as remote work policies, digital tools, or agile management.
- 6. Employee Engagement and Retention: HR professionals play a pivotal role in fostering employee engagement and retention. Short courses focusing on topics like employee motivation, workplace communication, and leadership can provide HR practitioners with valuable strategies to create a positive work environment and cultivate a highly engaged workforce. By leveraging these skills, HR professionals can contribute to higher employee satisfaction and reduced turnover.



#### Uniqueness Of Short Courses Offered By Starrich Consulting International

Short courses offered by Starrich Consulting International are unique in several ways:

- 1. Customised Approach: Starrich Consulting International takes a tailored approach to its short courses, ensuring that each program is specifically designed to meet the unique needs of professionals and managers. They work closely with organisations to understand their specific requirements, challenges, and goals and develop courses that align with their objectives.
- **2. Industry Expertise:** The short courses offered by Starrich Consulting International are delivered by highly experienced industry professionals with extensive knowledge and expertise in the field. These instructors deeply understand the challenges, trends, and best practices within the industry, providing participants with valuable insights and practical advice.
- **3. Practical Focus:** Starrich Consulting International's short courses are designed to be practical and applicable to real-world situations. Participants gain hands-on experience through case studies, interactive activities, and simulations, allowing them to apply their learning directly to their work. This practical focus ensures that participants can effectively implement what they've learned in their organisations.
- 4. Cutting-Edge Content: Starrich Consulting International stays at the forefront of business trends and developments, integrating the latest research, industry practices, and technological advancements into its short courses. Participants gain access to the most up-to-date information and strategies, equipping them with the knowledge and skills to navigate the ever-changing business landscape.
- **5. Continuous Support:** Starrich Consulting International believes in providing ongoing support and guidance to participants even after completing the short courses. They offer post-course consultations, resources, and networking opportunities to ensure that participants can continue refining their skills, address any challenges, and stay connected with a supportive community of professionals.
- 6. Global Perspective: Starrich Consulting International has a global reach, working with organisations and professionals from various countries and industries. Their short courses incorporate a global perspective, addressing cross-cultural challenges, international practices, and diverse workforce dynamics. This global outlook enables participants to develop a broader understanding of practices and prepares them for increasingly globalised workplaces.





#### **Learning Environment**

The learning environment at Corridor Springs Hotel in Arusha, where Starrich Consulting International conducts short courses, can be described as professional, comfortable, and conducive to learning.

- 1. **Professional Atmosphere:** The hotel provides a professional environment for learning, with dedicated facilities and spaces specifically designed for training purposes. Classrooms are well-equipped with modern audiovisual equipment, comfortable seating arrangements, and ample natural light.
- 2. Comfortable Facilities: Corridor Springs Hotel offers comfortable facilities that promote a positive and engaging learning experience. The hotel provides spacious rooms, relaxation areas, and amenities such as Wi-Fi, air conditioning, and refreshments to ensure participants' comfort throughout the training.
- **3. Technological Support:** The hotel is equipped with modern technology infrastructure to support the delivery of short courses. This includes high-speed internet access, audiovisual aids, and multimedia capabilities, enabling instructors to enhance the learning experience through interactive presentations, videos, and other digital resources.
- **4. Peaceful Surroundings:** Situated in Arusha, Corridor Springs Hotel offers a serene and peaceful setting that promotes focused learning. Away from the hustle and bustle of the city, the hotel provides a tranquil environment conducive to concentration and reflection.
- 5. Networking Opportunities: The hotel's facilities also facilitate networking and collaboration among participants attending the short courses. Common areas and breakout spaces provide opportunities for informal discussions, sharing experiences, and building connections with fellow HR professionals.
- 6. Supportive Staff: The hotel staff at Corridor Springs Hotel are well-trained, friendly, and dedicated to providing a high level of service. They cater to the needs of participants, ensuring that their stay and learning experiences are seamless and enjoyable.

Overall, the learning environment at Corridor Springs Hotel in Arusha is designed to create an optimal setting for short courses. The combination of professional facilities, comfortable amenities, technological support, peaceful surroundings, networking opportunities, and supportive staff contribute to a productive and enriching learning experience for participants attending the courses.



#### **Learning Methodology**

Our courses will be delivered using a combination of lectures, case studies, group discussions, practical exercises and the use of modern tools to enhance learning. Participants will be encouraged to participate and share their experiences during the sessions actively. In addition, real and practical examples of the concepts will be shared.

#### Tour

Arusha offers many options for individuals interested in touring attractive places within and outside the city. Starrich Consulting International provides a one-day free city tour for all course participants. Special arrangements at reasonable fees can be made for those interested in tours to the national parks, Ngorongoro Conservation Area and other places.

#### **Learning Gifts**

Starrich has a traditional to offer special learning gifts to all participants, what a surprise! Just join our courses to experience the difference.



# GENERAL LIST OF SHORT COURSES 2024



| COURSES FOR PERSONAL SECRETARIES   |  |                                   |
|--|--|-----------------------------------|
| COURSE TITLE   | DATES  | VENUE                             |
| <ol> <li>Office Management Essentials for Office Management<br/>Assistants and Personal Secretaries</li> </ol>                 | 01 Apr-05 Apr 2024<br>08 Apr-12 Apr 2024<br>15 Apr-19 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 2. Effective Secretarial Skills: Office Management Ethics,<br>Confidentiality, Time Management and Tools                       | 22 Apr-26 Apr 2024<br>29 Apr-03 May 2024<br>06 May-10 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 3. Efficient Time Management and Effective Communication Skills for Personal Secretaries                                       | 13 May-17 May 2024<br>20 May-24 May 2024<br>27 May-31 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| <ol> <li>Advanced Office Organization and Stress Management for<br/>Personal Secretaries</li> </ol>                            | 03 Jun-07 Jun 2024<br>10 Jun-14 Jun 2024<br>17 Jun-21 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 5. Professional Email Writing, Business Communication and<br>Correspondence for Personal Secretaries                           | 24 Jun-28 Jun 2024<br>01 Jul-05 Jul 2024<br>08 Jul-12 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| <ol> <li>Multitasking Strategies, Tools, and Problem-solving<br/>Techniques for Personal Secretaries</li> </ol>                | 15 Jul-19 Jul 2024<br>22 Jul-26 Jul 2024<br>29 Jul-02 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| <ol> <li>Personality Development, Interpersonal Skills and Building<br/>Strong Relationships for Personal Secretary</li> </ol> | 12 Aug-16 Aug 2024<br>05 Aug-09 Aug 2024<br>19 Aug-23 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 8. Technology Tools for Productivity and Efficiency for<br>Personal Secretaries  | 26 Aug-30 Aug 2024<br>02 Sep-06 Sep 2024<br>09 Sep-13 Sep 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 9. Effective Meeting and Event Coordination for Personal Secretaries   | 23 Sep-27 Sep 2024<br>16 Sep-20 Sep 2024<br>30 Sep-04 Oct 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 10. Managing Calendars, Schedules, and Travel Arrangements for Personal Secretaries.   | 07 Oct-11 Oct 2024<br>14 Oct-18 Oct 2024<br>21 Oct-25 Oct 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 11. Workplace Etiquette, Communication, and Customer Service for Office Assistants   | 28 Oct-01 Nov 2024<br>04 Nov-08 Nov 2024<br>11 Nov-15 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 12. Basic Computer Skills and Digital Literacy for Office Assistants   | 18 Nov-22 Nov 2024<br>25 Nov-29 Nov 2024<br>02 Dec-06 Dec 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |



| COURSES FOR OFFICE ASSISTANTS  |  |                                   |
|--|--|-----------------------------------|
| COURSE TITLE   | DATES  | VENUE                             |
| 13. Effective Time Management and Task Prioritization for Office Assistants                      | 09 Dec-13 Dec 2024<br>16 Dec-20 Dec 2024<br>08 Jan-12 Jan 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 14. Teamwork and Collaboration in an Office Environment for Assistants                           | 15 Jan-19 Jan 2024<br>22 Jan-26 Jan 2024<br>29 Jan-02 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| <ol> <li>Document Handling, Records Management, and Filing<br/>Systems for Assistants</li> </ol> | 05 Feb-09 Feb 2024<br>12 Feb-16 Feb 2024<br>19 Feb-23 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 16. Defensive Driving Techniques and Road Safety for<br>Professional Drivers                     | 26 Feb-01 Mar 2024<br>04 Mar-08 Mar 2024<br>11 Mar-15 Mar 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 17. Vehicle Maintenance and Inspection for Driver Safety and Performance                         | 18 Mar-22 Mar 2024<br>25 Mar-29 Mar 2024<br>01 Apr-05 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 18. Compliance with Traffic Laws, Regulations, and Hours of Service for Drivers                  | 08 Apr-12 Apr 2024<br>15 Apr-19 Apr 2024<br>22 Apr-26 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |







#### **COURSES FOR RECORDS MANAGEMENT STAFF**

| COURSE TITLE  | DATES  | VENUE                             |
|---|--|-----------------------------------|
| 19. Records Management: Classification, Indexing, Retention and Disposal Strategies             | 06 May-10 May 2024<br>29 Apr-03 May 2024<br>13 May-17 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 20. Electronic, Digital and Clouds Records Systems: Strategies for Effective Records Management | 20 May-24 May 2024<br>27 May-31 May 2024<br>03 Jun-07 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 21. Records Management Ethics, Confidentiality and Security in Organisations                    | 10 Jun-14 Jun 2024<br>17 Jun-21 Jun 2024<br>24 Jun-28 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 22. Records Management for Compliance, Audit, Preservation and Disaster Recovery Planning       | 01 Jul-05 Jul 2024<br>08 Jul-12 Jul 2024<br>15 Jul-19 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |



FEE STRUCTURE PHYSICAL CLASS: Tsh. 1,000,000/=

ONLINE CLASS: Tsh.500,000/=

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#### **COURSES FOR IT**

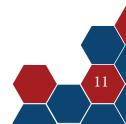
| COURSE TITLE  | DATES  | VENUE                             |
|---|--|-----------------------------------|
| 23. Technology Utilization in Office Work: Emerging Technologies and Trends in IT | 22 Jul-26 Jul 2024<br>29 Jul-02 Aug 2024<br>05 Aug-09 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 24. IT Security Fundamentals and Threat Mitigation                                | 12 Aug-16 Aug 2024<br>19 Aug-23 Aug 2024<br>26 Aug-30 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 25. Network Infrastructure and Data Communications                                | 02 Sep-06 Sep 2024<br>09 Sep-13 Sep 2024<br>16 Sep-20 Sep 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 26. Network Infrastructure and Data Communications                                | 23 Sep-27 Sep 2024<br>30 Sep-04 Oct 2024<br>07 Oct-11 Oct 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 27. Cloud Computing and Virtualization Technologies                               | 14 Oct-18 Oct 2024<br>21 Oct-25 Oct 2024<br>28 Oct-01 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 28. Cybersecurity Best Practices for IT Professionals                             | 04 Nov-08 Nov 2024<br>11 Nov-15 Nov 2024<br>18 Nov-22 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 29. Managing IT Projects and Agile Methodologies                                  | 25 Nov-29 Nov 2024<br>02 Dec-06 Dec 2024<br>09 Dec-13 Dec 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 30. IT Governance and Compliance Frameworks                                       | 16 Dec-20 Dec 2024<br>08 Jan-12 Jan 2024<br>15 Jan-19 Jan 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 31. Data Analytics and Business Intelligence for IT Professionals                 | 22 Jan-26 Jan 2024<br>29 Jan-02 Feb 2024<br>05 Feb-09 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 32. IT Service Management and ITIL Foundations                                    | 12 Feb-16 Feb 2024<br>19 Feb-23 Feb 2024<br>26 Feb-01 Mar 202  | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 33. IT Risk Management and Disaster Recovery Planning                             | 04 Mar-08 Mar 2024<br>11 Mar-15 Mar 2024<br>18 Mar-22 Mar 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |



| <b>COURSES FOR PROCL</b> | JREMENT OFFICIALS |
|--------------------------|-------------------|
|                          |                   |

| COURSE TITLE   | DATES  | VENUE                             |
|--|--|-----------------------------------|
| 34. Strategic Sourcing and Supplier Relationship Management                                | 25 Mar-29 Mar 2024<br>01 Apr-05 Apr 2024<br>08 Apr-12 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 35. Negotiation Techniques for Procurement Professionals                                   | 15 Apr-19 Apr 2024<br>22 Apr-26 Apr 2024<br>29 Apr-03 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 36. Contract Management and Vendor Performance Evaluation                                  | 06 May-10 May 2024<br>13 May-17 May 2024<br>20 May-24 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 37. Ethics and Compliance in Procurement Management  | 27 May-31 May 2024<br>03 Jun-07 Jun 2024<br>10 Jun-14 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 38. e-Procurement Strategies and Implementation  | 17 Jun-21 Jun 2024<br>24 Jun-28 Jun 2024<br>01 Jul-05 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 39. Procurement Analytics for Cost Optimization  | 08 Jul-12 Jul 2024<br>15 Jul-19 Jul 2024<br>22 Jul-26 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 40. Sustainable Procurement and Green Supply Chain<br>Management                           | 29 Jul-02 Aug 2024<br>05 Aug-09 Aug 2024<br>12 Aug-16 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 41. International Procurement and Global Supply Chain Strategies                           | 19 Aug-23 Aug 2024<br>26 Aug-30 Aug 2024<br>02 Sep-06 Sep 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 42. Managing Risks and Challenges in Procurement   | 09 Sep-13 Sep 2024<br>16 Sep-20 Sep 2024<br>23 Sep-27 Sep 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 43. Effective Communication and Active Listening Skills for<br>Customer Care Professionals | 30 Sep-04 Oct 2024<br>07 Oct-11 Oct 2024<br>14 Oct-18 Oct 202  | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 44. World Bank Procurement: Methods, Requirements and Practices                            | 21 Oct-25 Oct 2024<br>28 Oct-01 Nov 2024<br>04 Nov-08 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |







#### **COURSES FOR CUSTOMER SERVICE OFFICIALS**

| COURSE TITLE   | DATES  | VENUE                             |
|--|--|-----------------------------------|
| 45. Emotional Intelligence for Customer Service Professionals  | 21 Oct-25 Oct 2024<br>28 Oct-01 Nov 2024<br>04 Nov-08 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 46. Building Customer Loyalty and Creating Memorable<br>Experiences  | 11 Nov-15 Nov 2024<br>18 Nov-22 Nov 2024<br>25 Nov-29 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 47. Handling Difficult Customers and Conflict Resolution in Organisations                                    | 02 Dec-06 Dec 2024<br>09 Dec-13 Dec 2024<br>16 Dec-20 Dec 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 48. Customer Journey Mapping, Service Design Thinking and<br>Omnichannel Customer Service in the Digital Era | 08 Jan-12 Jan 2024<br>15 Jan-19 Jan 2024<br>22 Jan-26 Jan 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 49. Measuring Customer Satisfaction and Service Quality for<br>Improved Service Delivery                     | 29 Jan-02 Feb 2024<br>05 Feb-09 Feb 2024<br>12 Feb-16 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 50. Customer Service Leadership and Team Management for<br>Organisation Success                              | 19 Feb-23 Feb 2024<br>26 Feb-01 Mar 2024<br>04 Mar-08 Mar 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 51. Designing and Implementing Customer Care and Customer<br>Management Programmes                           | 11 Mar-15 Mar 2024<br>18 Mar-22 Mar 2024<br>25 Mar-29 Mar 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 52. Creating a Customer-Centric Culture within Organizations   | 01 Apr-05 Apr 2024<br>08 Apr-12 Apr 2024<br>15 Apr-19 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |





**FEE STRUCTURE** PHYSICAL CLASS: Tsh. 1,000,000/= ONLINE CLASS: Tsh.500,000/=



| COURSES FOR LEGAL PROFESSIONALS   |  |                                   |
|---|--|-----------------------------------|
| COURSE TITLE  | DATES  | VENUE                             |
| 53. Legal Research, Drafting, and Writing for Professional Legal<br>Conduct           | 22 Apr-26 Apr 2024<br>29 Apr-03 May 2024<br>06 May-10 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 54. Contract Law and Negotiation Skills for Legal Professionals                       | 13 May-17 May 2024<br>20 May-24 May 2024<br>27 May-31 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 55. Intellectual Property Rights and Protection Strategies for<br>Legal Professionals | 03 Jun-07 Jun 2024<br>10 Jun-14 Jun 2024<br>17 Jun-21 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 56. Legal Ethics and Professional Responsibility                                      | 24 Jun-28 Jun 2024<br>01 Jul-05 Jul 2024<br>08 Jul-12 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 57. Compliance and Risk Management in Law   | 15 Jul-19 Jul 2024<br>22 Jul-26 Jul 2024<br>29 Jul-02 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 58. Litigation Skills for Legal Practitioners   | 12 Aug-16 Aug 2024<br>05 Aug-09 Aug 2024<br>19 Aug-23 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 59. Cyber Law and Data Privacy Regulations  | 26 Aug-30 Aug 2024<br>02 Sep-06 Sep 2024<br>09 Sep-13 Sep 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 60. International Law and Cross-Border Legal Issues                                   | 23 Sep-27 Sep 2024<br>16 Sep-20 Sep 2024<br>30 Sep-04 Oct 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 61. Legal Project Management and Presentation Skills                                  | 07 Oct-11 Oct 2024<br>14 Oct-18 Oct 2024<br>21 Oct-25 Oct 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |





| COURSES FOR PUBLIC RELATIONS PROFESSIONALS              |  |                                   |
|---|--|-----------------------------------|
| COURSE TITLE  | DATES  | VENUE                             |
| 62. Effective Media Relations and Press Release Writing | 28 Oct-01 Nov 2024<br>04 Nov-08 Nov 2024<br>11 Nov-15 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 63. Crisis Communication and Reputation Management      | 18 Nov-22 Nov 2024<br>25 Nov-29 Nov 2024<br>02 Dec-06 Dec 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
|   |  |                                   |

| 64. Social Media Management for PR Professionals                       | 09 Dec-13 Dec 2024<br>16 Dec-20 Dec 2024<br>08 Jan-12 Jan 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
|--|--|-----------------------------------|
| 65. Building and Managing Influencer Relations for PR<br>Professionals | 15 Jan-19 Jan 2024<br>22 Jan-26 Jan 2024<br>29 Jan-02 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 66. Event Planning and Execution for PR Campaigns                      | 05 Feb-09 Feb 2024<br>12 Feb-16 Feb 2024<br>19 Feb-23 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 67. Internal Communication Strategies for Organizations                | 05 Feb-09 Feb 2024<br>12 Feb-16 Feb 2024<br>19 Feb-23 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 68. Measuring PR Impact and Return on Investment                       | 26 Feb-01 Mar 2024<br>04 Mar-08 Mar 2024<br>11 Mar-15 Mar 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 69. Branding and Image Building in Public Relations                    | 18 Mar-22 Mar 2024<br>25 Mar-29 Mar 2024<br>01 Apr-05 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 70. Corporate Social Responsibility and PR Campaigns                   | 08 Apr-12 Apr 2024<br>15 Apr-19 Apr 2024<br>22 Apr-26 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |





#### **COURSES FOR MARKETING AND SALES PROFESSIONALS**

| COURSE TITLE   | DATES  | VENUE                             |
|--|--|-----------------------------------|
| 71. Marketing Strategies and Planning for Business Success                           | 06 May-10 May 2024<br>29 Apr-03 May 2024<br>13 May-17 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 72. Consumer Behavior and Market Research Techniques                                 | 20 May-24 May 2024<br>27 May-31 May 2024<br>03 Jun-07 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 73. Digital Marketing: Strategies and Best Practices                                 | 10 Jun-14 Jun 2024<br>17 Jun-21 Jun 2024<br>24 Jun-28 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 74. Brand Management and Positioning S trategies                                     | 01 Jul-05 Jul 2024<br>08 Jul-12 Jul 2024<br>15 Jul-19 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 75. Sales Techniques and Relationship Building for Marketing and Sales Professionals | 22 Jul-26 Jul 2024<br>29 Jul-02 Aug 2024<br>05 Aug-09 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 76. Customer Relationship Management (CRM) Systems and<br>Customer Management Skills | 12 Aug-16 Aug 2024<br>19 Aug-23 Aug 2024<br>26 Aug-30 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 77. Advertising and Publicity in Marketing Campaigns                                 | 02 Sep-06 Sep 2024<br>09 Sep-13 Sep 2024<br>16 Sep-20 Sep 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 78. Marketing Analytics and Performance Measurement                                  | 23 Sep-27 Sep 2024<br>30 Sep-04 Oct 2024<br>07 Oct-11 Oct 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 79. International Marketing and Global Expansion Strategies                          | 14 Oct-18 Oct 2024<br>21 Oct-25 Oct 2024<br>28 Oct-01 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |





| COURSES FOR ACCOUNTING PROFESSIONALS                                |  |                                   |
|---|--|-----------------------------------|
| COURSE TITLE  | DATES  | VENUE                             |
| 80. Financial Analysis and Reporting for Accountants                | 04 Nov-08 Nov 2024<br>11 Nov-15 Nov 2024<br>18 Nov-22 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 81. Tax Planning and Compliance Strategies                          | 25 Nov-29 Nov 2024<br>02 Dec-06 Dec 2024<br>09 Dec-13 Dec 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 82. Advanced Excel for Accountants: Data Analysis and Visualization | 16 Dec-20 Dec 2024<br>08 Jan-12 Jan 2024<br>15 Jan-19 Jan 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 83. Internal Controls and Fraud Prevention in Accounting            | 22 Jan-26 Jan 2024<br>29 Jan-02 Feb 2024<br>05 Feb-09 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 84. Budgeting and Forecasting Techniques for Accountants            | 12 Feb-16 Feb 2024<br>19 Feb-23 Feb 2024<br>26 Feb-01 Mar 202  | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 85. International Financial Reporting Standards (IFRS) and GAAP     | 04 Mar-08 Mar 2024<br>11 Mar-15 Mar 2024<br>18 Mar-22 Mar 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 86. Auditing Principles and Practices                               | 25 Mar-29 Mar 2024<br>01 Apr-05 Apr 2024<br>08 Apr-12 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 87. Cost Accounting and Managerial Decision-Making                  | 15 Apr-19 Apr 2024<br>22 Apr-26 Apr 2024<br>29 Apr-03 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 88. Financial Management for Non-Finance Professionals              | 06 May-10 May 2024<br>13 May-17 May 2024<br>20 May-24 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 89. Ethical Issues in Accounting and Professional Conduct           | 27 May-31 May 2024<br>03 Jun-07 Jun 2024<br>10 Jun-14 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |



FEE STRUCTUREPHYSICAL CLASS:Tsh. 1,000,000/=ONLINE CLASS:Tsh.500,000/=



| COURSES FOR ADMINISTRATORS  |  |                                   |
|---|--|-----------------------------------|
| COURSE TITLE  | DATES  | VENUE                             |
| 90. Effective Time Management and Productivity Boosting for<br>Administrators | 17 Jun-21 Jun 2024<br>24 Jun-28 Jun 2024<br>01 Jul-05 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 91. Business Writing and Communication Skills for Administrators              | 08 Jul-12 Jul 2024<br>15 Jul-19 Jul 2024<br>22 Jul-26 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 92. Project Management for Administrative Professionals                       | 29 Jul-02 Aug 2024<br>05 Aug-09 Aug 2024<br>12 Aug-16 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 93. Strategic Thinking and Problem-Solving in Administration                  | 19 Aug-23 Aug 2024<br>26 Aug-30 Aug 2024<br>02 Sep-06 Sep 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 94. Office Organization and Workflow Optimization                             | 09 Sep-13 Sep 2024<br>16 Sep-20 Sep 2024<br>23 Sep-27 Sep 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 95. Change Management and Adaptation in the Workplace                         | 30 Sep-04 Oct 2024<br>07 Oct-11 Oct 2024<br>14 Oct-18 Oct 202  | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 96. Leadership and Motivation for Administrative Teams                        | 21 Oct-25 Oct 2024<br>28 Oct-01 Nov 2024<br>04 Nov-08 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 97. Conflict Resolution and Negotiation Skills in Administration              | 11 Nov-15 Nov 2024<br>18 Nov-22 Nov 2024<br>25 Nov-29 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 98. Risk Assessment and Crisis Management for Administrators                  | 02 Dec-06 Dec 2024<br>09 Dec-13 Dec 2024<br>16 Dec-20 Dec 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |





#### **COURSES FOR BANKERS**

| COURSE TITLE   | DATES  | VENUE                             |
|--|--|-----------------------------------|
| 99. Financial Risk Management and Fraud Prevention Strategies for Bank Staff and Officials | 08 Jan-12 Jan 2024<br>15 Jan-19 Jan 2024<br>22 Jan-26 Jan 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 100. Advanced Excel Techniques for Data Analysis and Reporting in Banking                  | 29 Jan-02 Feb 2024<br>05 Feb-09 Feb 2024<br>12 Feb-16 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 101. Strategic Leadership and Decision-Making for Bank Staff<br>and Officials              | 19 Feb-23 Feb 2024<br>26 Feb-01 Mar 2024<br>04 Mar-08 Mar 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 102. Customer Relationship Management and Sales Techniques<br>in Banking Industry          | 11 Mar-15 Mar 2024<br>18 Mar-22 Mar 2024<br>25 Mar-29 Mar 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 103. Regulatory Compliance and Governance for Bank Staff and<br>Officials                  | 01 Apr-05 Apr 2024<br>08 Apr-12 Apr 2024<br>15 Apr-19 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 104. Cybersecurity and Information Protection in Banking<br>Operations                     | 22 Apr-26 Apr 2024<br>29 Apr-03 May 2024<br>06 May-10 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 105. Treasury Management and Cash Flow Optimization for<br>Bank Staff and Officials        | 13 May-17 May 2024<br>20 May-24 May 2024<br>27 May-31 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 106. Effective Communication and Negotiation Skills for Bank<br>Staff and Officials        | 03 Jun-07 Jun 2024<br>10 Jun-14 Jun 2024<br>17 Jun-21 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 107. Project Management for Bank Staff and Officials: From<br>Planning to Execution        | 24 Jun-28 Jun 2024<br>01 Jul-05 Jul 2024<br>08 Jul-12 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 108. Retail Banking Operations and Customer Service<br>Excellence for Bankers              | 15 Jul-19 Jul 2024<br>22 Jul-26 Jul 2024<br>29 Jul-02 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 109. Asset and Liability Management for Bank Staff and Officials                           | 12 Aug-16 Aug 2024<br>05 Aug-09 Aug 2024<br>19 Aug-23 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 110. Wealth Management and Financial Advisory Services for<br>Private Banking              | 26 Aug-30 Aug 2024<br>02 Sep-06 Sep 2024<br>09 Sep-13 Sep 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 111. Financial Modelling and Forecasting Techniques for Bank<br>Staff and Officials        | 23 Sep-27 Sep 2024<br>16 Sep-20 Sep 2024<br>30 Sep-04 Oct 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 112. Digital Marketing Strategies for Bank Staff and Officials                             | 07 Oct-11 Oct 2024<br>14 Oct-18 Oct 2024<br>21 Oct-25 Oct 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |



#### **COURSES FOR BANKERS**

| COURSE TITLE  | DATES  | VENUE                             |
|---|--|-----------------------------------|
| 113. Credit Risk Analysis and Loan Underwriting for Bank Staff<br>and Officials           | 28 Oct-01 Nov 2024<br>04 Nov-08 Nov 2024<br>11 Nov-15 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 114. International Trade Finance and Export-Import Financing<br>Concepts                  | 18 Nov-22 Nov 2024<br>25 Nov-29 Nov 2024<br>02 Dec-06 Dec 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 115. Commercial Real Estate Lending and Financing Strategies for Bank Staff and Officials | 09 Dec-13 Dec 2024<br>16 Dec-20 Dec 2024<br>08 Jan-12 Jan 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 116. Compliance and Anti-Money Laundering (AML) Practices in<br>Banking                   | 15 Jan-19 Jan 2024<br>22 Jan-26 Jan 2024<br>29 Jan-02 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 117. Islamic Banking Principles and Practices for Bank Staff and Officials                | 05 Feb-09 Feb 2024<br>12 Feb-16 Feb 2024<br>19 Feb-23 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |

#### COURSES FOR GOVERNMENT OFFICIALS

| COURSE TITLE   | DATES  | VENUE                             |
|--|--|-----------------------------------|
| 118. Effective Policy Development and Implementation: From<br>Strategy to Action         | 26 Feb-01 Mar 2024<br>04 Mar-08 Mar 2024<br>11 Mar-15 Mar 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 119. Public Sector Leadership: Navigating Change and Driving<br>Organizational Success   | 18 Mar-22 Mar 2024<br>25 Mar-29 Mar 2024<br>01 Apr-05 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 120. Data-Driven Decision Making: Leveraging Analytics for<br>Evidence-Based Governance  | 08 Apr-12 Apr 2024<br>15 Apr-19 Apr 2024<br>22 Apr-26 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 121. Stakeholder Engagement and Collaboration: Building Trust and Achieving Results      | 06 May-10 May 2024<br>29 Apr-03 May 2024<br>13 May-17 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 122. Strategic Communication: Engaging and Influencing Public Opinion                    | 20 May-24 May 2024<br>27 May-31 May 2024<br>03 Jun-07 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 123. Ethical Governance: Balancing Accountability and<br>Transparency                    | 10 Jun-14 Jun 2024<br>17 Jun-21 Jun 2024<br>24 Jun-28 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 124. Innovation in Public Service: Driving Efficiency and<br>Effectiveness               | 01 Jul-05 Jul 2024<br>08 Jul-12 Jul 2024<br>15 Jul-19 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 125. Sustainable Development: Balancing Economic Growth and Environmental Responsibility | 22 Jul-26 Jul 2024<br>29 Jul-02 Aug 2024<br>05 Aug-09 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |



| COURSES FOR GOVERNMENT OFFICIALS  |  |                                   |
|---|--|-----------------------------------|
| COURSE TITLE  | DATES  | VENUE                             |
| 126. Crisis Management and Disaster Preparedness: Leading<br>Through Challenging Times              | 12 Aug-16 Aug 2024<br>19 Aug-23 Aug 2024<br>26 Aug-30 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 127. Result-Based Management: Ensuring Delivery and<br>Performance in Government                    | 02 Sep-06 Sep 2024<br>09 Sep-13 Sep 2024<br>16 Sep-20 Sep 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 128. Public-Private Partnerships: Maximizing Collaboration for<br>Service Delivery                  | 23 Sep-27 Sep 2024<br>30 Sep-04 Oct 2024<br>07 Oct-11 Oct 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 129. Policy Analysis and Evaluation: Evidence-Based Decision<br>Making                              | 14 Oct-18 Oct 2024<br>21 Oct-25 Oct 2024<br>28 Oct-01 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 130. Leadership in Digital Governance: Harnessing Technology for Public Service                     | 04 Nov-08 Nov 2024<br>11 Nov-15 Nov 2024<br>18 Nov-22 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 131. Public Financial Management: Ensuring Fiscal<br>Accountability and Efficiency                  | 25 Nov-29 Nov 2024<br>02 Dec-06 Dec 2024<br>09 Dec-13 Dec 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 132. Conflict Resolution and Mediation: Strategies for Effective<br>Problem-Solving                 | 16 Dec-20 Dec 2024<br>08 Jan-12 Jan 2024<br>15 Jan-19 Jan 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 133. Global Diplomacy and Negotiation: Building Strong<br>Relationships with International Partners | 22 Jan-26 Jan 2024<br>29 Jan-02 Feb 2024<br>05 Feb-09 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 134. Cybersecurity and Data Privacy: Protecting Digital Assets in the Public Sector                 | 12 Feb-16 Feb 2024<br>19 Feb-23 Feb 2024<br>26 Feb-01 Mar 202  | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 135. Diversity and Inclusion in Government: Enhancing<br>Representation and Empowerment             | 04 Mar-08 Mar 2024<br>11 Mar-15 Mar 2024<br>18 Mar-22 Mar 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 136. Disaster Risk Reduction and Resilience: Building Sustainable Communities                       | 25 Mar-29 Mar 2024<br>01 Apr-05 Apr 2024<br>08 Apr-12 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 137. Public Engagement and Participation: Empowering Citizens<br>in the Decision-Making Process     | 15 Apr-19 Apr 2024<br>22 Apr-26 Apr 2024<br>29 Apr-03 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
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FEE STRUCTURE PHYSICAL CLASS: Tsh. 1,000,000/= ONLINE CLASS: Tsh.500,000/=



| <b>COURSES FOR</b> | <b>CEOs &amp; SENIOR MANA</b> | GEMENT TEAM |
|--------------------|-------------------------------|-------------|
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| COURSE TITLE   | DATES  | VENUE                             |
|--|--|-----------------------------------|
| 138. Strategic Leadership: Navigating Change, Innovation,<br>Growth and Driving Organizational Success | 06 May-10 May 2024<br>13 May-17 May 2024<br>20 May-24 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 139. Innovation and Disruption: Creating a Culture of Constant<br>Improvement                          | 27 May-31 May 2024<br>03 Jun-07 Jun 2024<br>10 Jun-14 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 140. Data-driven Decision Making: Leveraging Analytics for<br>Competitive Advantage                    | 17 Jun-21 Jun 2024<br>24 Jun-28 Jun 2024<br>01 Jul-05 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 141. Managing Stakeholder Relationships: Building Trust and Collaboration                              | 08 Jul-12 Jul 2024<br>15 Jul-19 Jul 2024<br>22 Jul-26 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 142. Leading through Crisis: Effective Crisis Management and Communication                             | 29 Jul-02 Aug 2024<br>05 Aug-09 Aug 2024<br>12 Aug-16 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 143. Financial Acumen for Non-financial CEOs: Understanding<br>Key Financial Concepts                  | 19 Aug-23 Aug 2024<br>26 Aug-30 Aug 2024<br>02 Sep-06 Sep 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 144. Developing High-Performing Teams: Strategies for Building and Leading Talent                      | 09 Sep-13 Sep 2024<br>16 Sep-20 Sep 2024<br>23 Sep-27 Sep 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 145. Business Ethics and Corporate Social Responsibility:<br>Balancing Profits and Principles          | 30 Sep-04 Oct 2024<br>07 Oct-11 Oct 2024<br>14 Oct-18 Oct 202  | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 145. Negotiation and Conflict Resolution: Strategies for<br>Effective Decision-Making                  | 21 Oct-25 Oct 2024<br>28 Oct-01 Nov 2024<br>04 Nov-08 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 146. Future-proofing Your Business: Anticipating and Responding to Industry Disruptions                | 11 Nov-15 Nov 2024<br>18 Nov-22 Nov 2024<br>25 Nov-29 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 147. Leadership Excellence: Inspiring and Motivating High-<br>Performing Teams                         | 02 Dec-06 Dec 2024<br>09 Dec-13 Dec 2024<br>16 Dec-20 Dec 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 148. Digital Transformation: Harnessing Technology for<br>Competitive Advantage                        | 08 Jan-12 Jan 2024<br>15 Jan-19 Jan 2024<br>22 Jan-26 Jan 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 149. Financial Intelligence: Making Informed Decisions for<br>Long-Term Success                        | 29 Jan-02 Feb 2024<br>05 Feb-09 Feb 2024<br>12 Feb-16 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |



| <b>COURSES FOR</b> | <b>CEOs &amp; SENIOR MANAG</b> | SEMENT TEAM |
|--------------------|--------------------------------|-------------|
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| COURSE TITLE  | DATES  | VENUE                             |
|---|--|-----------------------------------|
| 150. Ethical Leadership: Building Trust and Creating a Culture of Integrity         | 19 Feb-23 Feb 2024<br>26 Feb-01 Mar 2024<br>04 Mar-08 Mar 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 151. Managing Risk: Strategies for Sustainable Growth and Resilience                | 11 Mar-15 Mar 2024<br>18 Mar-22 Mar 2024<br>25 Mar-29 Mar 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 152. Change Management: Leading Successful Organizational<br>Change                 | 01 Apr-05 Apr 2024<br>08 Apr-12 Apr 2024<br>15 Apr-19 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 153. Strategic Partnerships and Alliances: Maximizing Collaborative Opportunities   | 22 Apr-26 Apr 2024<br>29 Apr-03 May 2024<br>06 May-10 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 154. Talent Management: Attracting, Retaining, and Developing<br>Top Performers     | 13 May-17 May 2024<br>20 May-24 May 2024<br>27 May-31 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 155. Leading with Emotional Intelligence: Leveraging EQ for<br>Effective Leadership | 03 Jun-07 Jun 2024<br>10 Jun-14 Jun 2024<br>17 Jun-21 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 156. Executive Presence and Personal Branding: Enhancing Your<br>Leadership Impact  | 24 Jun-28 Jun 2024<br>01 Jul-05 Jul 2024<br>08 Jul-12 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |





#### COURSES FOR PERSONNEL IN THE TOURISM, HOTEL, AND LEISURE INDUSTRY

| COURSE TITLE  | DATES  | VENUE                             |
|---|--|-----------------------------------|
| 157. Hospitality Management Fundamentals for Hotel and Lodge Managers         | 15 Jul-19 Jul 2024<br>22 Jul-26 Jul 2024<br>29 Jul-02 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 158. Effective Customer Service in the Hospitality Industry                   | 12 Aug-16 Aug 2024<br>05 Aug-09 Aug 2024<br>19 Aug-23 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 159. Revenue Management Strategies for Hotels and Lodges                      | 26 Aug-30 Aug 2024<br>02 Sep-06 Sep 2024<br>09 Sep-13 Sep 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 160. Front Office Operations and Reservation Management                       | 23 Sep-27 Sep 2024<br>16 Sep-20 Sep 2024<br>30 Sep-04 Oct 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 161. Food and Beverage Management in the Hospitality<br>Industry              | 07 Oct-11 Oct 2024<br>14 Oct-18 Oct 2024<br>21 Oct-25 Oct 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 162. Housekeeping and Facility Management in Hotels and Lodges                | 28 Oct-01 Nov 2024<br>04 Nov-08 Nov 2024<br>11 Nov-15 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 163. Risk Management and Security in the Hospitality Industry                 | 18 Nov-22 Nov 2024<br>25 Nov-29 Nov 2024<br>02 Dec-06 Dec 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 164. Marketing and Sales Strategies for Hotels and Lodges                     | 09 Dec-13 Dec 2024<br>16 Dec-20 Dec 2024<br>08 Jan-12 Jan 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 165. Event Planning and Management for Hotels and Lodges                      | 15 Jan-19 Jan 2024<br>22 Jan-26 Jan 2024<br>29 Jan-02 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 166. Leadership and Team Building in the Hospitality Industry                 | 05 Feb-09 Feb 2024<br>12 Feb-16 Feb 2024<br>19 Feb-23 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 167. Managing Online Reputation for Hotels and Lodges                         | 26 Feb-01 Mar 2024<br>04 Mar-08 Mar 2024<br>11 Mar-15 Mar 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 168. Creating Memorable Guest Experiences in Hospitality                      | 18 Mar-22 Mar 2024<br>25 Mar-29 Mar 2024<br>01 Apr-05 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 169. Effective Communication Skills for Hotel and Lodge<br>Managers           | 08 Apr-12 Apr 2024<br>15 Apr-19 Apr 2024<br>22 Apr-26 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 170. Managing Hospitality Technology and Systems for Effective<br>Performance | 06 May-10 May 2024<br>29 Apr-03 May 2024<br>13 May-17 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |



| COURSE TITLE   | DATES  | VENUE                             |
|--|--|-----------------------------------|
| 71. Strategic Planning for Hospitality Businesses  | 20 May-24 May 2024<br>27 May-31 May 2024<br>03 Jun-07 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 72. Financial Management for Hotels and Lodges   | 10 Jun-14 Jun 2024<br>17 Jun-21 Jun 2024<br>24 Jun-28 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 73. Customer Relationship Management in the Hotel Industry:<br>Enhancing Technological Tools and Practices | 01 Jul-05 Jul 2024<br>08 Jul-12 Jul 2024<br>15 Jul-19 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 74. Managing Employee Training and Development in<br>Hospitality   | 22 Jul-26 Jul 2024<br>29 Jul-02 Aug 2024<br>05 Aug-09 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 75. Tour Operations Management Fundamentals  | 12 Aug-16 Aug 2024<br>19 Aug-23 Aug 2024<br>26 Aug-30 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 76. Creating Unique and Memorable Travel Experiences   | 02 Sep-06 Sep 2024<br>09 Sep-13 Sep 2024<br>16 Sep-20 Sep 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 77. Marketing and Promoting Tour Packages  | 23 Sep-27 Sep 2024<br>30 Sep-04 Oct 2024<br>07 Oct-11 Oct 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 78. Effective Customer Relationship Management for Tour<br>Operators                                       | 14 Oct-18 Oct 2024<br>21 Oct-25 Oct 2024<br>28 Oct-01 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 79. Logistics and Transportation Management for Tour<br>Operators  | 04 Nov-08 Nov 2024<br>11 Nov-15 Nov 2024<br>18 Nov-22 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 80. Tour Pricing and Revenue Management Strategies   | 25 Nov-29 Nov 2024<br>02 Dec-06 Dec 2024<br>09 Dec-13 Dec 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 81. Cultural Awareness and Sensitivity for Tour Operators  | 16 Dec-20 Dec 2024<br>08 Jan-12 Jan 2024<br>15 Jan-19 Jan 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 82. Risk Management and Safety Protocols for Tour Operators  | 22 Jan-26 Jan 2024<br>29 Jan-02 Feb 2024<br>05 Feb-09 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 83. Effective Tour Guide Training and Storytelling Techniques  | 12 Feb-16 Feb 2024<br>19 Feb-23 Feb 2024<br>26 Feb-01 Mar 202  | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 84. Negotiation and Contracting Skills for Tour Operators  | 04 Mar-08 Mar 2024<br>11 Mar-15 Mar 2024<br>18 Mar-22 Mar 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |



| COURSES FOR PERSONNEL IN THE TOURISM, HOTEL, AND LEISURE INDUSTRY             |  |                                   |
|---|--|-----------------------------------|
| COURSE TITLE  | DATES  | VENUE                             |
| 185. Social Media Marketing for Tour Operators                                | 25 Mar-29 Mar 2024<br>01 Apr-05 Apr 2024<br>08 Apr-12 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 186. Managing Partnerships and Alliances in Tour Operations                   | 15 Apr-19 Apr 2024<br>22 Apr-26 Apr 2024<br>29 Apr-03 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 187. Designing and Developing Customized Tour Itineraries                     | 06 May-10 May 2024<br>13 May-17 May 2024<br>20 May-24 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 188. Business Development Strategies for Tour Operators                       | 27 May-31 May 2024<br>03 Jun-07 Jun 2024<br>10 Jun-14 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 189. HR Fundamentals for the Leisure Industry                                 | 17 Jun-21 Jun 2024<br>24 Jun-28 Jun 2024<br>01 Jul-05 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 190. Recruitment and Selection Strategies for the Leisure<br>Industry         | 08 Jul-12 Jul 2024<br>15 Jul-19 Jul 2024<br>22 Jul-26 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 191. Performance Management and Appraisal in the Leisure<br>Industry          | 29 Jul-02 Aug 2024<br>05 Aug-09 Aug 2024<br>12 Aug-16 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 192. Employee Engagement and Retention in Leisure<br>Businesses               | 19 Aug-23 Aug 2024<br>26 Aug-30 Aug 2024<br>02 Sep-06 Sep 202  | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 193. Diversity and Inclusion in Leisure Organizations                         | 09 Sep-13 Sep 2024<br>16 Sep-20 Sep 2024<br>23 Sep-27 Sep 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 194. Managing Employee Relations in the Leisure Industry                      | 30 Sep-04 Oct 2024<br>07 Oct-11 Oct 2024<br>14 Oct-18 Oct 202  | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 195. Compensation and Benefits Practices in Leisure Businesses                | 21 Oct-25 Oct 2024<br>28 Oct-01 Nov 2024<br>04 Nov-08 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 196. Advanced Customer Service for Tour Operators                             | 11 Nov-15 Nov 2024<br>18 Nov-22 Nov 2024<br>25 Nov-29 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 197. Tour Operations: Management and Strategy for Successful<br>Tour Business | 02 Dec-06 Dec 2024<br>09 Dec-13 Dec 2024<br>16 Dec-20 Dec 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 198. Travel and Tourism Marketing Essentials                                  | 08 Jan-12 Jan 2024<br>15 Jan-19 Jan 2024<br>22 Jan-26 Jan 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |



#### COURSES FOR PERSONNEL IN THE TOURISM, HOTEL, AND LEISURE INDUSTRY

| COURSE TITLE  | DATES  | VENUE                             |
|---|--|-----------------------------------|
| 199. Effective Crisis Management for Tour Operators   | 29 Jan-02 Feb 2024<br>05 Feb-09 Feb 2024<br>12 Feb-16 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 200. Tour Operators and Digital Transformation  | 19 Feb-23 Feb 2024<br>26 Feb-01 Mar 2024<br>04 Mar-08 Mar 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 201. Tour Packages Creation and Pricing Strategies  | 11 Mar-15 Mar 2024<br>18 Mar-22 Mar 2024<br>25 Mar-29 Mar 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 202. Navigating Legal, Ethical, Cultural Sensitivity and Risk<br>Management in Tour Operation | 01 Apr-05 Apr 2024<br>08 Apr-12 Apr 2024<br>15 Apr-19 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 203. Adventure Tour Operation, Tour Guiding, and Tour Management                              | 22 Apr-26 Apr 2024<br>29 Apr-03 May 2024<br>06 May-10 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 204. Insurance Sales and Marketing Strategies   | 13 May-17 May 2024<br>20 May-24 May 2024<br>27 May-31 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 205. Risk Assessment, Evaluation and Management for<br>Insurance Professionals                | 03 Jun-07 Jun 2024<br>10 Jun-14 Jun 2024<br>17 Jun-21 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 206. Claims Handling and Processing in Insurance for<br>Satisfactory Customer Experience      | 24 Jun-28 Jun 2024<br>01 Jul-05 Jul 2024<br>08 Jul-12 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 207. "Insurance Fraud Detection and Prevention"   | 15 Jul-19 Jul 2024<br>22 Jul-26 Jul 2024<br>29 Jul-02 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 208. "Insurance Law, Ethics and Work Culture: Meeting<br>Organisational and Customer Needs    | 12 Aug-16 Aug 2024<br>05 Aug-09 Aug 2024<br>19 Aug-23 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 209. Cyber Insurance and Data Security and Reinsurance in the Insurance Industry              | 26 Aug-30 Aug 2024<br>02 Sep-06 Sep 2024<br>09 Sep-13 Sep 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 210. Customer Relationship Management for Insurance<br>Professionals                          | 23 Sep-27 Sep 2024<br>16 Sep-20 Sep 2024<br>30 Sep-04 Oct 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 211. Insurance Compliance and Regulatory Practices  | 07 Oct-11 Oct 2024<br>14 Oct-18 Oct 2024<br>21 Oct-25 Oct 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |



#### COURSES FOR PERSONNEL IN THE TOURISM, HOTEL, AND LEISURE INDUSTRY

| COURSE TITLE  | DATES  | VENUE                             |
|---|--|-----------------------------------|
| 212. Insurance Technologies and Innovations: Utilizing Technology for Effective Performance | 28 Oct-01 Nov 2024<br>04 Nov-08 Nov 2024<br>11 Nov-15 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 213. Insurance Claims Adjusting and Negotiation   | 18 Nov-22 Nov 2024<br>25 Nov-29 Nov 2024<br>02 Dec-06 Dec 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |

| COURSES FOR PROJECT MANAGEMENT PERSONNEL   |  |                                   |
|--|--|-----------------------------------|
| COURSE TITLE   | DATES  | VENUE                             |
| 214. Project Risk Management Essentials and Stakeholder<br>Management Techniques                   | 09 Dec-13 Dec 2024<br>16 Dec-20 Dec 2024<br>08 Jan-12 Jan 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 215. Leadership Skills and Strategic Management for Project Managers                               | 15 Jan-19 Jan 2024<br>22 Jan-26 Jan 2024<br>29 Jan-02 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 216. Budgeting and Cost Control in Project Management  | 05 Feb-09 Feb 2024<br>12 Feb-16 Feb 2024<br>19 Feb-23 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 217. Quality Management and Conflict Resolution in Project<br>Management                           | 26 Feb-01 Mar 2024<br>04 Mar-08 Mar 2024<br>11 Mar-15 Mar 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 218. Project Procurement and Contract Management   | 18 Mar-22 Mar 2024<br>25 Mar-29 Mar 2024<br>01 Apr-05 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 219. Time Management, Team Building and Collaboration for<br>Project Success: Tools and Strategies | 08 Apr-12 Apr 2024<br>15 Apr-19 Apr 2024<br>22 Apr-26 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 220. Change Management, Project Evaluation and Monitoring<br>Techniques in Projects                | 06 May-10 May 2024<br>29 Apr-03 May 2024<br>13 May-17 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 221. Project Documentation and Reporting   | 20 May-24 May 2024<br>27 May-31 May 2024<br>03 Jun-07 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 222. Project Resource Management: Strategies and Tools for<br>Effective Resource Management        | 10 Jun-14 Jun 2024<br>17 Jun-21 Jun 2024<br>24 Jun-28 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 223. Leading Virtual Project Teams and Ethical Considerations in Project Management                | 01 Jul-05 Jul 2024<br>08 Jul-12 Jul 2024<br>15 Jul-19 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |

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#### **COURSES FOR NGOs**

| COURSE TITLE   | DATES  | VENUE                             |
|--|--|-----------------------------------|
| 224. Grant Writing, Proposal Development and Fundraising<br>Strategies for NGOs    | 22 Jul-26 Jul 2024<br>29 Jul-02 Aug 2024<br>05 Aug-09 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 225. Strategic Planning for Nonprofits: Reimagining the Future of the Organisation | 12 Aug-16 Aug 2024<br>19 Aug-23 Aug 2024<br>26 Aug-30 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 226. Project, Financial and Human Resource Management for NGOs                     | 02 Sep-06 Sep 2024<br>09 Sep-13 Sep 2024<br>16 Sep-20 Sep 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 227. Monitoring and Evaluation in the NGO Sector                                   | 23 Sep-27 Sep 2024<br>30 Sep-04 Oct 2024<br>07 Oct-11 Oct 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 228. Advocacy, Effective Communication and Policy Influence for NGOs               | 14 Oct-18 Oct 2024<br>21 Oct-25 Oct 2024<br>28 Oct-01 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 229. Nonprofit Governance and Board Development                                    | 04 Nov-08 Nov 2024<br>11 Nov-15 Nov 2024<br>18 Nov-22 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 230. Volunteer Management and Other Stakeholders'<br>Management in NGOs            | 25 Nov-29 Nov 2024<br>02 Dec-06 Dec 2024<br>09 Dec-13 Dec 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 231. Impact Measurement and Social Return on Investment (SROI) in NGOs             | 16 Dec-20 Dec 2024<br>08 Jan-12 Jan 2024<br>15 Jan-19 Jan 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 232. Human Resource Management in Nonprofits                                       | 22 Jan-26 Jan 2024<br>29 Jan-02 Feb 2024<br>05 Feb-09 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 233. Traditional Marketing and Social Media Marketing for<br>Nonprofits            | 12 Feb-16 Feb 2024<br>19 Feb-23 Feb 2024<br>26 Feb-01 Mar 202  | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 234. Legal and Regulatory Compliance for NGOs                                      | 04 Mar-08 Mar 2024<br>11 Mar-15 Mar 2024<br>18 Mar-22 Mar 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 235. Program Development and Management: For Effective<br>Community Impact         | 25 Mar-29 Mar 2024<br>01 Apr-05 Apr 2024<br>08 Apr-12 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 236. Strategic Partnerships, Collaboration and Resource<br>Mobilization for NGOs   | 15 Apr-19 Apr 2024<br>22 Apr-26 Apr 2024<br>29 Apr-03 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 237. Leadership Development and Ethical Issues for NGO<br>Managers                 | 06 May-10 May 2024<br>13 May-17 May 2024<br>20 May-24 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |



#### **COURSES FOR NGOs**

| COURSES FOR INGOS  |  |                                   |
|--|--|-----------------------------------|
| COURSE TITLE   | DATES  | VENUE                             |
| 238. Event Planning and Management for Nonprofits                          | 27 May-31 May 2024<br>03 Jun-07 Jun 2024<br>10 Jun-14 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 239. Capacity Building and Training in NGOs                                | 17 Jun-21 Jun 2024<br>24 Jun-28 Jun 2024<br>01 Jul-05 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 240. Community Engagement and Development                                  | 08 Jul-12 Jul 2024<br>15 Jul-19 Jul 2024<br>22 Jul-26 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 241. Technology and Data Management for NGOs                               | 29 Jul-02 Aug 2024<br>05 Aug-09 Aug 2024<br>12 Aug-16 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 242. NGO Fundraising Events and Campaigns Management                       | 19 Aug-23 Aug 2024<br>26 Aug-30 Aug 2024<br>02 Sep-06 Sep 202  | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 243. Impact Assessment and Reporting for NGOs                              | 09 Sep-13 Sep 2024<br>16 Sep-20 Sep 2024<br>23 Sep-27 Sep 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 244. Meeting Management and Report Writing for NGOs                        | 30 Sep-04 Oct 2024<br>07 Oct-11 Oct 2024<br>14 Oct-18 Oct 202  | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 245. Gender Mainstreaming in NGO Programs                                  | 21 Oct-25 Oct 2024<br>28 Oct-01 Nov 2024<br>04 Nov-08 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 246. Advocacy Campaign Planning and Execution                              | 11 Nov-15 Nov 2024<br>18 Nov-22 Nov 2024<br>25 Nov-29 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 247. Fundraising Strategies for Small NGOs                                 | 02 Dec-06 Dec 2024<br>09 Dec-13 Dec 2024<br>16 Dec-20 Dec 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 248. Social Entrepreneurship and Sustainable Income<br>Generation for NGOs | 08 Jan-12 Jan 2024<br>15 Jan-19 Jan 2024<br>22 Jan-26 Jan 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 249. NGO Collaboration and Networking                                      | 29 Jan-02 Feb 2024<br>05 Feb-09 Feb 2024<br>12 Feb-16 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 250. Emotional Intelligence and Conflict Resolution in NGO<br>Leadership   | 19 Feb-23 Feb 2024<br>26 Feb-01 Mar 2024<br>04 Mar-08 Mar 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 251. Fundamentals of Corporate Social Responsibility (CSR)                 | 11 Mar-15 Mar 2024<br>18 Mar-22 Mar 2024<br>25 Mar-29 Mar 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 252. Nonprofit Marketing through Storytelling                              | 01 Apr-05 Apr 2024<br>08 Apr-12 Apr 2024<br>15 Apr-19 Apr 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |



| COURSES FOR EDUCATION MANAGEMENT  |  |                                   |
|---|--|-----------------------------------|
| COURSE TITLE  | DATES  | VENUE                             |
| 253. Financial Management in Education: Budgeting and Resource Allocation   | 22 Apr-26 Apr 2024<br>29 Apr-03 May 2024<br>06 May-10 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 254. Data-Driven Decision-Making in Education                               | 13 May-17 May 2024<br>20 May-24 May 2024<br>27 May-31 May 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 255. Leadership and Management Skills for School<br>Administrators          | 03 Jun-07 Jun 2024<br>10 Jun-14 Jun 2024<br>17 Jun-21 Jun 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 256. Human Resource Management in Educational Institutions                  | 24 Jun-28 Jun 2024<br>01 Jul-05 Jul 2024<br>08 Jul-12 Jul 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 257. Curriculum Development and Implementation in Education                 | 15 Jul-19 Jul 2024<br>22 Jul-26 Jul 2024<br>29 Jul-02 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 258. Assessment and Evaluation in Education: Enhancing<br>Learning Outcomes | 12 Aug-16 Aug 2024<br>05 Aug-09 Aug 2024<br>19 Aug-23 Aug 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 259. Managing Change and Innovation in Education                            | 26 Aug-30 Aug 2024<br>02 Sep-06 Sep 2024<br>09 Sep-13 Sep 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 260. Managing School Improvement: Strategies and Techniques                 | 23 Sep-27 Sep 2024<br>16 Sep-20 Sep 2024<br>30 Sep-04 Oct 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 261. Legal, Ethical and Inclusive Issues in Education<br>Management         | 07 Oct-11 Oct 2024<br>14 Oct-18 Oct 2024<br>21 Oct-25 Oct 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 262. Building and Sustaining Partnerships in the Education<br>Sector        | 28 Oct-01 Nov 2024<br>04 Nov-08 Nov 2024<br>11 Nov-15 Nov 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 263. Technology Integration in Education Management                         | 18 Nov-22 Nov 2024<br>25 Nov-29 Nov 2024<br>02 Dec-06 Dec 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 264. Crisis Management and Emergency Preparedness in<br>Education           | 09 Dec-13 Dec 2024<br>16 Dec-20 Dec 2024<br>08 Jan-12 Jan 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |
| 265. Financial Management in Education: Budgeting and Resource Allocation   | 15 Jan-19 Jan 2024<br>22 Jan-26 Jan 2024<br>29 Jan-02 Feb 2024 | ARUSHA<br>DAR ES SALAAM<br>ONLINE |



| COURSES FOR EDUCATION MANAGEMENT |   |  |
|----------------------------------|---|--|
| DATES                            | VENUE   |  |
| 05 Feb-09 Feb 2024               | ARUSHA  |  |
| 12 Feb-16 Feb 2024               | DAR ES SALAAM   |  |
| 19 Feb-23 Feb 2024               | ONLINE  |  |
| 26 Feb-01 Mar 2024               | ARUSHA  |  |
| 04 Mar-08 Mar 2024               | DAR ES SALAAM   |  |
| 11 Mar-15 Mar 2024               | ONLINE  |  |
| 18 Mar-22 Mar 2024               | ARUSHA  |  |
| 25 Mar-29 Mar 2024               | DAR ES SALAAM   |  |
| 01 Apr-05 Apr 2024               | ONLINE  |  |
| 08 Apr-12 Apr 2024               | ARUSHA  |  |
| 15 Apr-19 Apr 2024               | DAR ES SALAAM   |  |
| 22 Apr-26 Apr 2024               | ONLINE  |  |
| 06 May-10 May 2024               | ARUSHA  |  |
| 29 Apr-03 May 2024               | DAR ES SALAAM   |  |
| 13 May-17 May 2024               | ONLINE  |  |
| 20 May-24 May 2024               | ARUSHA  |  |
| 27 May-31 May 2024               | DAR ES SALAAM   |  |
| 03 Jun-07 Jun 2024               | ONLINE  |  |
| 10 Jun-14 Jun 2024               | ARUSHA  |  |
| 17 Jun-21 Jun 2024               | DAR ES SALAAM   |  |
| 24 Jun-28 Jun 2024               | ONLINE  |  |
| 01 Jul-05 Jul 2024               | ARUSHA  |  |
| 08 Jul-12 Jul 2024               | DAR ES SALAAM   |  |
| 15 Jul-19 Jul 2024               | ONLINE  |  |
| 22 Jul-26 Jul 2024               | ARUSHA  |  |
| 29 Jul-02 Aug 2024               | DAR ES SALAAM   |  |
| 05 Aug-09 Aug 2024               | ONLINE  |  |
| 12 Aug-16 Aug 2024               | ARUSHA  |  |
| 19 Aug-23 Aug 2024               | DAR ES SALAAM   |  |
| 26 Aug-30 Aug 2024               | ONLINE  |  |
| 02 Sep-06 Sep 2024               | ARUSHA  |  |
| 09 Sep-13 Sep 2024               | DAR ES SALAAM   |  |
| 16 Sep-20 Sep 2024               | ONLINE  |  |
| 23 Sep-27 Sep 2024               | ARUSHA  |  |
| 30 Sep-04 Oct 2024               | DAR ES SALAAM   |  |
| 07 Oct-11 Oct 2024               | ONLINE  |  |
|                                  | DATES           05 Feb-09 Feb 2024<br>12 Feb-16 Feb 2024<br>19 Feb-23 Feb 2024           26 Feb-01 Mar 2024<br>04 Mar-08 Mar 2024<br>11 Mar-15 Mar 2024           18 Mar-22 Mar 2024<br>01 Apr-05 Apr 2024           08 Apr-12 Apr 2024<br>15 Apr-19 Apr 2024<br>22 Apr-26 Apr 2024           06 May-10 May 2024<br>29 Apr-03 May 2024<br>13 May-17 May 2024           20 May-24 May 2024<br>27 May-31 May 2024           10 Jun-14 Jun 2024<br>17 Jun-21 Jun 2024           10 Jun-14 Jun 2024<br>24 Jun-28 Jun 2024           22 Jul-26 Jul 2024<br>03 Jun-07 Jun 2024           22 Jul-26 Jul 2024<br>15 Jul-19 Jul 2024           12 Aug-16 Aug 2024<br>05 Aug-09 Aug 2024           12 Aug-16 Aug 2024<br>26 Aug-30 Aug 2024           02 Sep-06 Sep 2024<br>16 Sep-20 Sep 2024           03 Sep-13 Sep 2024<br>30 Sep-04 Oct 2024 |  |

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# 3.0 OUR SERVICES

- 1. BUSINESS ADVICE: Starrich offers clients reliable advice from the business conception, business growth complexities, capital-raising options, a new business set-up, and better exit strategies. With this service, a client is assured of continued support that guarantees peace of mind while reflecting on business growth.
- 2. SEARCHING FOR INVESTORS: We know that it is hectic to search for genuine investors, and it may be costly in terms of financial resources, time and expertise to manage such negotiations. Starrich business is taking this burden on behalf of a genuine client, and with the assured assessment, the client will be assisted in searching for the right business partner and investor with whom they will sail together in business success.
- **3. SEARCHING FOR NGOs FUNDING:** With our extensive database and network of funders, we are committed to seeing local people and their communities thriving through Non-Governmental Organisation initiatives. For this reason, we are proud to collaborate with NGOs to search for better funding options that will ultimately convert their initiatives into community development.
- 4. BUSINESS PROPOSAL WRITING SERVICES: Starrich is offering business proposal writing services for individuals and organisations intending to capture the business opportunities on their sight that need a full written document as a business proposal offering.
- 5. BUSINESS PLAN WRITING: A good business needs to have a compressive guideline on what is required for starting a business, what it offers as services or products, the market of products and services, the profit and loss projections, the status and forecasts of the balance sheet and other essential details depending on the nature of the business.
- 6. MARKETING RESEARCH: If you intend to conduct marketing research for your product, service or business in general, then Starrich Consulting International is your reliable solution. We offer marketing research for different categories and budgets that will finally improve your product or service penetration.
- **7. GENERAL CONSULTANCY SERVICES:** We offer several consultancy services based on writing business documents such as training plans, strategic plans, financial plans, procurement plans and other related documents.



#### 4.0 **MODALITY**

Choose any course of your interest, and when you want to attend, we will facilitate the course even if you are the only participant.

We can conduct this course in-house by visiting your organisation, or you attend in person in Arusha.

#### 5.0 **CONTACT**

Contact our course coordinator for any course of your interest and other details.



- ☑ info@starrich.co.tz ⊕ www.starrich.co.tz





