



How To Reduce Your Operational Cost

In a Difficult Business Environment

Date: August 29 - 31 2016

Course Fee: N45,000.00.

(5% discount for more than one (1) nomination)

Available as open and in-plant training

PROGRAMME OVERVIEW

As a consequential spin-off of the economic down-turn of the Nigerian economy, there is an ever increasing pressure on revenue, cost control and cost management. Faced with a competitive market with virtually no price advantage, the only way for a company to succeed and survive is by managing its operational costs.

Businesses cannot do without incurring costs but these costs must of necessity be effectively managed for competitiveness and profitability. This course is on how to control and drastically reduce cost without disrupting operations while at the same time improving productivity and contributing to the organization's mission.

LEARNING OBJECTIVE:

At the end of this course, the participants will be able to:

- ☒ Explain that all administrative or office work, just like manufacturing and service operations, are performed through processes with six interrelated elements, and that a failure in any causes mistakes, high costs, and delays.
- ☒ Discuss the concept of waste and how it applies to an office environment.
- ☒ Describe and apply specific techniques, adapted from manufacturing and service operations, for improving office productivity and efficiency.

WHO SHOULD ATTEND

- ☒ Admin / Account Managers
- ☒ Project Managers
- ☒ Personal Assistants and Executive Secretaries
- ☒ Human Resource Managers

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VENUE: Multinational Technologies Learning Centre

6 Sam Adegbite Close, Amodu Ojikutu Street, Victoria Island Lagos

COURSE CONTENT

- ☒ Overview of Administrative Cost Reduction.
- ☒ The Primary Purpose of a Business and Customer goals.
- ☒ Process and Results; Process Elements; The Process System and Cause-and-Effect Relationships.
- ☒ Process Waste.
- ☒ Waste Reduction or Elimination Increases Productivity & Reduces Cost.
- ☒ Identifying and Eliminating Waste Using Flowcharting.
- ☒ Specific Five Techniques of Cost Reduction.

CONTACT US

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Aggressive Market Penetration: The Battle for Market Share

Date: September 21 - 23, 2016

Course Fee: N45,000.00.

(5% discount for more than one (1) nomination)

Available as Open and In-plant training

PROGRAMME OVERVIEW

It is widely recognized that one of the main determinants of business profitability is market share. Under most circumstances, enterprises that have achieved a high share of the markets they serve are considerably more profitable than their smaller-share rivals. The more aggressive a company's penetration into the market, the more likelihood it is for her to capture a large share of the market. This training programme will take attendees through the process of aggressive market penetration and enable them generate awareness for the company's products, achieve visibility in trade and outlets wholesalers and distributors, retailers, maximize volume delivery and achieve company's objectives fast and grow market share for the brands.

YOU WILL LEARN HOW TO:

- ☒ Initiate more contacts and form strong relationships.
- ☒ Qualify prospects by performing analysis on what, when, and under what conditions they will buy.
- ☒ Effectively apply sales literature, promotions, tactics and offers for specific new transactions with individual prospects.
- ☒ Influence sales outlets by building value and encourage them to believe in the company's brands.
- ☒ Effectively manage resistance from difficult prospects so as to make successful sales.

WHO SHOULD ATTEND

- ☒ Sales & Marketing Professionals
- ☒ Business Development Team Members
- ☒ Customer Service Professionals
- ☒ Team Leaders & Supervisors
- ☒ Administrators
- ☒ HR & Training Professionals
- ☒ Account Personnel
- ☒ Public relations professionals

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Operation, Maintenance & Inspection of Rotating Machinery

Date: October 10 - 16, 2016

Available as Open and In-plant training

Course Fee: N75,000.00.

(5% discount for more than one (1) nomination)

PROGRAMME OVERVIEW

This course will introduce delegates to different types of pumps, compressors, turbines and associated equipment, such as bearings, seals, filters, separators, etc. The focus in the course will be on the start-up and operation of these machines and their optimal maintenance, diagnostics and troubleshooting techniques.

Likewise, efficient and trouble-free operation of pumps, compressors and turbines will be discussed in depth along with their ability to control the main operational parameters and will include emphasis on physical principles and clear technical reasoning.

COURSE CONTENT

Technology and operation of main rotating machines:

- ☒ General aspects of machine technology
- ☒ Operation and performance
- ☒ Frequent problems

Technology and maintenance of machine components:

- ☒ Lubrication: Purpose, different types of oil and grease. Practical aspect.
- ☒ Bearings: Types, mounting, operation and maintenance.
- ☒ Coupling and alignment.
- ☒ Sealing devices for pumps and compressors.
- ☒ Rotors and shafts: Balancing, eccentricity, tolerances. Assembling on shaft and shaft alignment.

Forecasting breakdowns:

- ☒ Typical damage to machines.
- ☒ Fatigue, wear and tear, rupture face analysis.
- ☒ Use of vibration analysis in forecasting.
- ☒ Different types of measurements and sensors.
- ☒ Inspection tools.

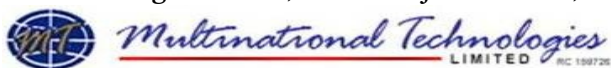
WHO SHOULD ATTEND

- ☒ Technical Personnel
- ☒ Maintenance and Operation Engineers
- ☒ Operators
- ☒ Supervisors and Engineering Managers

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