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## **GREATER VISION CONFERENCES & SEMINARS**

Executive Training/Seminar/Management Development Programs

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### **A. List of Courses & Codes**

#### **ACCOUNTING & FINANCE**

Accounting for Managers (FAC101)  
Advanced Project Financing (FAC102)  
Advanced Technical Analysis (FAC103)  
Art of Reading Annual Reports (FAC104)  
Business Valuation (FAC105)  
Corporate Valuation (FAC106)  
Finance for Non-Finance Managers (FAC107)  
Finance with Spreadsheets (FAC108)  
Financial Derivatives (FAC109)  
Financial Modeling in Excel (FAC110)  
Financial Statement Analysis (FAC111)  
Fundamentals of Technical Analysis (FAC112)  
Infrastructure Financing and Emerging Tools in Project Finance (FAC113)  
Innovative Financial Products and Structured Products (FAC114)  
Personal Finance (FAC115)  
Real Estate Finance and Investment (FAC116)  
Strategic Cost Management (FAC117)  
Strategic Financial Management (FAC118)  
SME Financing & their Role in Economic Development (FAC119)

#### **BANKING & FINANCIAL INSTITUTIONS**

Advanced Credit Risk Modeling (BKG101)  
BASEL III Guidelines! Emerging Trends and its Impact on banks! (BKG102)  
Credit Risk Analysis for Banking and Financial Institutions (BKG103)  
Enhancing Shareholders Value through Balance Sheet Optimization for Banks (BKG104)  
IFRS 9 and Provisioning (BKG105)  
Liquidity Risk Management (BKG106)  
Managing Market Risk (BKG107)  
Operational Risk Management (BKG108)  
Surviving Recessions (BKG109)

## **QUANTITATIVE METHODS & DATA ANALYSIS**

Advanced Data Analysis (DAQ101)  
Data Analysis Using MS Excel (DAQ102)  
Econometric Modeling and Simulation Techniques for Financial Markets (DAQ103)

## **MANAGEMENT & HRM**

Corporate Governance & Best Practices (MGT101)  
Creating High Performance Teams (MGT102)  
Strategic Leadership (MGT103)  
Strategic Planning (MGT104)  
The Voice of Virtual Leadership (MGT105)

## **MARKETING**

Customer Service & Satisfaction (MKT101)  
Digital & Social Media Marketing (MKT102)  
Effective Selling (MKT103)  
Big Data Analytics for International Market Trends & Marketing Decisions (MKT104)

## **SUPPLY CHAIN MANAGEMENT**

Managing Global Supply Chains – For Mitigating Risks & Enhancing ROI (SCM101)  
Operations Management – For Enhancing Efficiency through Greater Process Control (SCM102)  
Logistics for Small-Scale Businesses – (SCM103)

## **ISLAMIC ECONOMY, FINANCE & BANKING**

Fundamentals of Islamic Economics, Banking & Finance (IE101)  
Islamic Financial Transactions-Principles, Practices, Contracts & Accounting System (IE102)  
Islamic Banking & Insurance (Takaful) – Principles, Practices & Governance – (IE103)  
Ethical Investing-Sharia Compliant Capital Market Transactions & Products – (IE104)  
Sharia Compliant Asset Management (IE105)

## **GENERAL COURSES & COURSES ON PERSONALITY DEVELOPMENT**

Advanced Executive Communication Skills (GPD101)  
Advanced Negotiation Skills (GPD102)  
Business Ethics (GPD103)  
Business Simulation (GPD104)  
Crisis Management (GPD105)  
Employee Motivation: Strategies to Increase Workplace Productivity (GPD106)  
How to Write Powerful Office Emails? (GPD107)  
Improving Your Communications Skills (GPD108)  
Improving Your Interpersonal Skills & Competence (GPD109)

Increasing Workplace Productivity through the Inclusion of Ethics across Management (GPD110)  
Management Skills for a 21st Century Manager (GPD111)  
Managing Organizational Politics: Tactics to Increase Workplace Productivity (GPD112)  
Personal Branding for Career Success (GPD113)  
Personality Development (GPD114)  
Presentation and Public Speaking Skills (GPD115)  
Team Building and Group Dynamics (GPD116)  
Train the Trainer- Guidance to Modern Managers (GPD117)  
Women Empowerment & The Role of Women in a Modern Society (GPD118)

### **Events Organized by:**

Greater Vision Conferences & Seminars  
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Emirates NBD Building, Al Mamzar Area,  
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[www.globalbizresearch.org](http://www.globalbizresearch.org)  
Academic Partners: SDMIMD, Mysore-India. &  
J.A. Alpha Business Research & Publishers Pvt. Ltd. Chennai-India

## B. MDP/Seminar/Executive Training Locations

### Middle East & Africa

Bahrain-Manama  
 Qatar- Doha  
 UAE- Dubai  
 Mauritius

### Asia & South East Asia

India-Chennai  
 India-Bangalore  
 India-Mumbai  
 India-Jaipur  
 India-Kolkata  
 India-New Delhi  
 Sri Lanka-Colombo  
 Thailand-Bangkok  
 Thailand-Phuket  
 China-Hong Kong-SAR  
 Malaysia-Kuala Lumpur  
 Singapore  
 South Korea-Seoul  
 Taiwan-Taipei  
 Japan-Tokyo  
 Vietnam-Hanoi City  
 Vietnam-Ho-Chi-Minh City  
 Vietnam-Da Nang

### Europe

Netherlands-Amsterdam  
 UK-London  
 Spain-Madrid  
 Greece-Athens  
 Turkey-Istanbul  
 Austria-Vienna  
 Italy-Milan  
 Italy-Rome  
 France-Paris  
 France-Lille  
 Switzerland-Zurich  
 Switzerland-Interlaken  
 Switzerland-Geneva

### Americas

USA-New York  
 USA-Chicago  
 USA-Las Vegas  
 USA-Seattle

*Note: We organize MDP/training events/programs in a 5 or 4 star hotel in the above cities.*

*Note: A Centers: Europe & Americas + Tokyo, Hong Kong & Singapore. B Centers: Middle East/Africa & South East Asia except Tokyo, Hong Kong & Singapore.*

## C. Fee Details

Fee Break-up (US\$)				
<b>A Centers*</b>	No. of Delegates			
No. of Delegates	10	12	16	20
Fee per delegate (US\$)	3200	3000	2750	2500
Total Cost for the Program (US\$)	32000	36000	44000	50000
Fee Break-up (US\$)				
<b>B Centers**</b>	No. of Delegates			
No. of Delegates	10	12	16	20
Fee per delegate (US\$)	2750	2500	2250	2000
Total Cost for the Program (US\$)	27500	30000	36000	40000

**Notes:**

A minimum of 10 delegates required for organizing the program/MDP/seminar events  
If the numbers go below 10, total fee for 10 members need to be paid  
The fee covers ten coffee breaks, five continental lunches, one dinner and local academic city tour  
Lodging, boarding, flight fare and other accommodation-related expenses will be borne by the delegates. We shall support the group in each and every process in order to ensure smooth and successful conduct of the program.  
Program fee to be paid at least before 45 days before the start of the event.

We organize MDP (Management Development Programs/events/programs in a 5 or 4 star hotel in the above cities)  
Note: A Centers\*: Europe & Americas + Tokyo, Hong Kong & Singapore.  
B Centers\*\*: Middle East/Africa & South East Asia except Tokyo, Hong Kong & Singapore.

*Professional License No. 766405, issued by the Department of Economic Development, Government of Dubai. United Arab Emirates.*

### **Company Bank Account Details:**

Electronic Fund Transfer:

Please pay the conference fee using SWIFT or TT to the following account:

**Company Name:** GREATER VISION CONFERENCES & SEMINARS ORGANIZING

**Account Name:** GREATER VISION CONFERENCES & SEMINARS ORGANIZING

**Account Number:** 0372514910001

**Bank Name & Address:** RAK BANK, P.O.Box: 1531, Dubai-UAE.

**Branch Name:** RAK Bank, AL QUASIS Branch, DUBAI.

**IBAN Number:** AE550400000372514910001

**SWIFT Code:** NRAKAEAK

**Routing Code:** 804020101

### **About Greater Vision:**

Greater Vision is a professional seminars/conferences/Management Development Programs/training organizing company based in Dubai, United Arab Emirates and has successfully organized over thirty training, seminars and conferences in seventeen countries, across the world. Its programs are highly-rated and appreciated by the participants & delegates. Our programs/training/seminar events are aimed at enhancing the competencies and business acumen of one of the most important assets of an organization, i.e., people. Understandably, achieving the organization's mission and strategy is vested in the hands of the employees who should be clear about what the company is trying to achieve. We, at Greater Vision make a sincere attempt to hone the skills of employees to accomplish organization's mission and goals.

To know more about Greater Vision, please visit: [www.globalbizresearch.org](http://www.globalbizresearch.org)

### **About SDMIMD – Our Principal Academic Partners:**

Shri Dharmasthala Manjunatheshwara Institute for Management Development (SDMIMD) Mysore, Karnataka  
Shri Dharmasthala Manjunatheshwara Institute for Management Development (SDMIMD), ranked among the top Business Schools in India, is located at the foot of Chamundi Hills in the heritage city of Mysore, Karnataka. The campus has won many architectural and landscape awards and provides a great environment for learning and germination of managerial intellect. The institute has been conferred A\*\* Rating at National Level by CRISIL.

The institute is promoted by the Shri Dharmasthala Manjunatheshwara Educational Trust - a premier non-profit educational organization functioning under the aegis of Shree Kshetra Dharmasthala, which is known for its unique embodiment of Dharma.

Today, SDME Trust has more than 40 recognized educational institutions under its wings, imparting quality education from the primary level to the postgraduate level. Trust is known for the professional institutions in Medical, Dental, Engineering, Naturopathy, Ayurveda, Law, Business Management and Physiotherapy. The trust and all the associate institutions benefit from the visionary leadership of our Chairman, Padma Bhushan Dr. D. Veerendra Heggade, Dharmadhikari of Dharmasthala.

SDMIMD's AICTE approved PGDM programme, accredited by NBA, runs for six terms over two years with an impeccable track record of academic rigor. SDMIMD also has Student Exchange Programs with the MAYS School of Business, Texas A&M University, USA; Global Management Institute of Shanghai University, China; and British University in Dubai, Dubai. These student exchange programmes enable students to understand each other's cultures, business practices and traditions. This gives students an edge when it comes to international opportunities.

The SDMIMD's research unit - SDM Research Centre for Management Studies' (SDM RCSM), publications 'Cases in Management', 'Contemporary Research in Management', 'Excerpts of Select Summer Internship Reports', have come in for praise from the world of academics. The institute's journal 'SDMIMD Journal of Management' indexed in EBSCO and iScholar has evolved as a prestigious publication well known for the quality of the papers, therein.

To know more about SDMIMD please visit: [www.sdmimd.ac.in](http://www.sdmimd.ac.in)



**Our Academic Partners**  
[SDMIMD-Mysore-India](#)



**Our Knowledge Partners**  
[Crowe Horwath, Dubai-UAE](#)