



Experience in
TRAINING PROGRAMS
SEMINAR & WORKSHOP
(Selected)

SRGB Experience in TRAINING PROGRAMS

(Selected)

SI No.	Title	Delivery Mode	Number	Period	Participants
1.	Managing Sales – Household Durables	English	20	February 1995	Sales Executives
2.	Lead Yourself - Before Leading Others	English	20	April 1995	Mid-Senior Executives
3.	The Art of Managing People	English	20	July 1995	Mid-Senior Executives
4.	Successful Selling Skills	English	20	September 1995	Sales Executives
5.	Business and Product Promotion	English	20	October 1995	Sales Executives
6.	Managing Sales – Pharmaceutical Products	English	20	November 1995	Sales Executives
7.	Managing, Motivating and Maintaining a Highly Profitable and Productive Team	English	20	January 1996	Mid-Senior Executives
8.	Product Costing and Pricing	English	20	March 1996	SME Clients
9.	Know Your Values	English	20	June 1996	Mid-Senior Executives
10.	Self Esteem	English	20	August 1996	Mid-Senior Executives
11.	Salesmanship – Insurance Products	English	20	October 1996	Insurance Executives
12.	Managing Difficult Employees	English	20	November 1996	Mid-Senior Executives
13.	Leadership	English	20	December 1996	Mid-Senior Executives
14.	Skills for Supervisory Management	English	20	January 1997	Mid-Senior Executives
15.	Training on Sectoral Guideline: It's Implication and Interpretation – High-rise Building Development	English	30 X 2 batches	March 1997	Govt. Officials, NGOs, Relevant Business Organizations: The World Bank Project
16.	Personal Effectiveness	English	20	May 1997	Mid-Senior Executives
17.	Retaining Talents-the Leader's Role	English	20	August 1997	Mid-Senior Executives
18.	Managing Sales – Consumer Products	English	20	October 1997	Sales Executives
19.	Training on Industrial Pollution: Sources and Impact GIS Database	English Bangla	30 X 2 batches	April 1998	Govt. Officials, NGOs, Relevant Business Organizations: The World Bank Project
20.	3-days training on "Research Methodology & Interview Techniques"	English	30X2	May 1998	Various
21.	Export Documentation	English	25	June 1998	SME Clients

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22.	Effective Interpersonal Relationship	English	20	September 1998	Business Executives
23.	Principles of Motivation	English	20	December 1998	Sales Executives
24.	Training of Trainers (TOT)	English	20	March 1999	Trainers SMC
25.	Stress Management	English Bangla	27	May 1999	Mid-Senior Executives
26.	Training on Sectoral Guideline: It's Implication and Interpretation – Oil & Gas Exploration, Production and Distribution	English Bangla	30 X 2 batches	July 1999	Govt. Officials, NGOs, Relevant Business Organizations: The World Bank Project
27.	Training on Sectoral Guideline: It's Implication and Interpretation – Welding & Electroplating	English Bangla	30 X 2 batches	September 1999	Govt. Officials, NGOs, Relevant Business Organizations: The World Bank Project
28.	Training on Sectoral Guideline: It's Implication and Interpretation – Road Construction, Improvement, Rehabilitation and Maintenance	English Bangla	30 X 2 batches	October 1999	Govt. Officials, NGOs, Relevant Business Organizations: The World Bank Project
29.	Training on Sectoral Guideline: It's Implication and Interpretation – Flood Control, Drainage and Irrigation Infrastructure	English Bangla	30 X 2 batches	November 1999	Govt. Officials, NGOs, Relevant Business Organizations: The World Bank Project
30.	Training on Sectoral Guideline: It's Implication and Interpretation – Hospital and Clinical Waste Management	English Bangla	30 X 2 batches	February 2000	Govt. Officials, NGOs, Relevant Business Organizations: The World Bank Project
31.	Training on Sectoral Guideline: It's Implication and Interpretation – Shrimp Farming and Processing	English Bangla	30 X 2 batches	June 2000	Govt. Officials, NGOs, Relevant Business Organizations: The World Bank Project
32.	Training on Sectoral Guideline: It's Implication and Interpretation – Handling, Transportation and Disposal of Hazardous Waste	English Bangla	30 X 2 batches	August 2000	Govt. Officials, NGOs, Relevant Business Organizations: The World Bank Project
33.	Training on Sectoral Guideline: It's Implication and Interpretation – Shrimp Farming and Processing	English Bangla	30 X 2 batches	September 2000	Govt. Officials, NGOs, Relevant Business Organizations: The World Bank Project
34.	Media Planning	English	20	October 2000	Sales Executives
35.	Training on Sectoral Guideline: It's Implication and Interpretation – Operation of Brick Kilns	English Bangla	30 X 2 batches	January 2001	Govt. Officials, NGOs, Relevant Business Organizations: The World Bank Project
36.	Training on Sectoral Guideline: It's Implication and Interpretation – Power Generation and Transmission	English Bangla	30 X 2 batches	March 2001	Govt. Officials, NGOs, Relevant Business Organizations: The World Bank Project
37.	3-days training on "Research Methodology & Interview Techniques"	English	20X2	April 2001	Various

SI No.	Title	Delivery Mode	Number	Period	Participants
38.	Managing Customer Satisfaction in Challenging Times	English	20	August 2000	Sales Executives
39.	Employee Development	English	20	November 2000	HR Executives
40.	Training on Sectoral Guideline: It's Implication and Interpretation – Leather Tanning	English Bangla	30 X 2 batches	May 2001	Govt. Officials, NGOs, Relevant Business Organizations: The World Bank Project
41.	Gauging Successful Team Performance	English	20	February 2001	Sales Executives
42.	Salesmanship	English	20	March 2001	SME Client
43.	Buyer Communication	English	20	March 2001	SME Client
44.	Training on Sectoral Guideline: It's Implication and Interpretation – Garment Manufacturing	English Bangla	30 X 2 batches	June 2001	Govt. Officials, NGOs, Relevant Business Organizations: The World Bank Project
45.	Training on Sectoral Guideline: It's Implication and Interpretation – Ship Breaking	English Bangla	30 X 2 batches	July 2001	Govt. Officials, NGOs, Relevant Business Organizations: The World Bank Project
46.	Disciplinary and Grievance Procedure	English	20	October 2001	Business Executives
47.	Training on Sectoral Guideline: It's Implication and Interpretation – Hill Cutting	English Bangla	30 X 2 batches	August 2001	Govt. Officials, NGOs, Relevant Business Organizations: The World Bank Project
48.	3-days training on "Research Methodology & Interview Techniques"	English	80	September 2001	Various
49.	Training on Sectoral Guideline: It's Implication and Interpretation – Manufacture of Basic Chemicals	English Bangla	30 X 2 batches	September 2001	Govt. Officials, NGOs, Relevant Business Organizations: The World Bank Project
50.	Training on Sectoral Guideline: It's Implication and Interpretation – Manufacture of Plastics, Rubber and PVC	English Bangla	30 X 2 batches	October 2001	Govt. Officials, NGOs, Relevant Business Organizations: The World Bank Project
51.	Training on Sectoral Guideline: It's Implication and Interpretation – Manufacture of Pharmaceuticals	English Bangla	30 X 2 batches	November 2001	Govt. Officials, NGOs, Relevant Business Organizations: The World Bank Project
52.	Training on Sectoral Guideline: It's Implication and Interpretation – Pesticide Formulation	English Bangla	30 X 2 batches	December 2001	Govt. Officials, NGOs, Relevant Business Organizations: The World Bank Project
53.	Managing Sales: Consumer Products	English	20	April 2002	Various national and multi-national companies
54.	6-weeks Training on "Integrated Marketing Communications"	English	20	June 2002	Various national and multi-national companies

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55.	3-days Training on "Effective Sales Management"	English	20	July 2002	Various national and multi-national companies
56.	4-weeks training on "Customer Communications in Marketing"	English	20	August 2002	Various national and multi-national companies
57.	1-week training on "Marketing Analysis and Decision"	English	20	September 2002	Various national and multi-national companies
58.	3-days training on "Research Methodology & Interview Techniques"	English	40X2	September 2003	Various
59.	6-weeks training on "Marketing Environment"	English	20	October 2002	Various national and multi-national companies
60.	6-days Training on Managerial Skill Development	English	20	November 2002	Various national and multi-national companies
61.	6 –days training on Computer Basics(MS-Word, Excel, Power-Point, Access, Internet and Microsoft windows	English	20	December 2002	Engineers of AQMP, DOE
62.	4-weeks Training on "Operation and Maintenance of Air Quality Monitoring Station (AQMS)"	English	20	January 2003	Engineers of AQMP, DOE
63.	Research Methodology & Interview Techniques	English	80	June 2003	Various
64.	3-days Training on "Effective Sales Management"	English	18	July 2003	Various national and multi-national companies
65.	1-week training on "Cleaner Production and Energy Efficiency" under GERIAP project a SIDA funded UNEP initiative	English	30	September 2003	Production Manager and Executives from Ceramic, Paper, Cement and Fertilizer plants
66.	Managing Sales – Pharmaceutical Products	English	30	May 2007	Sales Executives of a Pharmaceutical Company
67.	Training on SME Sales Skills for Bank Executives	English	309 [12 batches]	April to June 2007	Banking Products Sales Executives

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SI No.	Title	Delivery Mode	Number	Period	Participants
1.	Climate Surveys	English	25	January 1995	Business Executives
2.	In Pursuit of Self Development	English	30	March 1995	Business Executives
3.	Role Analysis	English	18	June 1995	Business Executives
4.	Stress Management	English	25	August 1995	Mid-Senior Executives
5.	Assertiveness Key to Success	English Bangla	29	October 1995	Mid-Senior Executives
6.	'The Buzz' – Achieving Customer Satisfaction	English	20	December 1995	Sales Executives
7.	Motivation key to success	English	25	February 1996	Mid-Senior Executives
8.	Gauging Successful Team Performance	English	27	April 1996	Sales Executives
9.	Principles of Motivation	English	20	May 1996	Sales Executives
10.	Compensation and Benefit Management	English	32	July 1996	Mid-Senior Executives
11.	Effective Interpersonal Relationship	English	25	September 1996	Business Executives
12.	Written and verbal communication skills	English Bangla	25	October 1996	Junior-Mid Executives
13.	HRD Audits	English	32	December 1996	HR Executives
14.	Total Quality Management	English	40	February 1997	Business Executives
15.	Interviewing skills workshop	English	20	April 1997	Business Executives
16.	Export Documentation	English	25	June 1997	SME Clients
17.	Presentation and Communication skills	English	16	September 1997	Business Executives
18.	Stress Management	English	25	October 2002	Mid-Senior Executives
19.	Self Esteem	English	25	November 1997	Mid-Senior Executives
20.	Leadership	English	28	January 1998	Mid-Senior Executives
21.	Interpersonal Relationships	English	22	March 1998	Business Executives
22.	Managing Sales – Pharmaceutical Products	English	34	May 1998	Sales Executives
23.	Implementation of HR systems	English	18	July 1998	HR Executives
24.	Personality Development	English	29	August 1998	Mid-Senior Executives
25.	Personal Effectiveness	English	16	October 1998	Mid-Senior Executives
26.	Employee Development	English	27	November 1998	HR Executives

SI No.	Title	Delivery Mode	Number	Period	Participants
27.	Retaining Talents-the Leader's Role	English	27	February 1999	Mid-Senior Executives
28.	Creativity	English	32	June 1999	Business Executives
29.	Disciplinary and Grievance Procedure	English	24	August 1999	Business Executives
30.	Salesmanship – Insurance Products	English	25	September 1999	Insurance Executives
31.	Managing Difficult Employees	English	22	November 1999	Mid-Senior Executives
32.	Transactional Analysis	English	29	January 1999	Mid-Senior Executives
33.	Business and Product Promotion	English	30	March 2000	Sales Executives
34.	Managing, Motivating and Maintaining a Highly Profitable and Productive Team	English	26	May 2000	Mid-Senior Executives
35.	The Art of Managing People	English	25	August 2000	Mid-Senior Executives
36.	Emotional Intelligence at Work	English	26	September 2000	Mid-Senior Executives
37.	Successful Selling Skills	English	25	November 2000	Sales Executives
38.	Negotiation skills	English	19	December 2000	Mid-Senior Executives
39.	Product Costing and Pricing	English	20	February 2001	SME Clients
40.	Know Your Values	English	25	April 2001	Mid-Senior Executives
41.	Effective Decision Making	English	35	July 2001	Mid-Senior Executives
42.	Managing Customer Satisfaction in Challenging Times	English	24	August 2001	Sales Executives
43.	Media Planning	English	25	October 2001	Sales Executives
44.	Skills for Supervisory Management	English	26	December 2001	Mid-Senior Executives
45.	Effective Planning	English	28	January 2002	Mid-Senior Executives
46.	Managing Sales – Household Durables	English	22	February 2002	Sales Executives
47.	Lead Yourself - Before Leading Others	English	15	March 2002	Mid-Senior Executives
48.	Setting Goals and Objectives	English Bangla	18	May 2002	Mid-Senior Executives
49.	Time Management	English	25	July 2002	Mid-Senior Executives
50.	Job Analysis & Competency Design	English	27	August 2002	Business Executives
51.	3-days workshop on "Cleaner Production Methodology" under GERIAP project a SIDA funded UNEP initiative	English	14	September 2004	Production Manager and Executives from Ceramic and Fertilizer plants

SI No.	Title	Delivery Mode	Number	Period	Participants
52.	3-days workshop on "Effective Sales Management"	English	18	October 2004	Mid-Senior Executives from various national and multi-national companies
53.	6-days workshop on "Managing Sales: Consumer Electronics Products"	English	18	January 2006	Mid-Senior Executives of a local Electronics Products Marketing company
54.	6-days workshop on "Managing Sales: Pharmaceuticals Products"	English	30	May 2006	Mid-Senior Executives of Incepta Pharmaceuticals, Dhaka
55.	Workshop on "SME Sales Skills"	English & Bangla	300 (12 batches, 25 participants in each batch)	12 May to 24 June 2007	Official (Unit Head) of SME Banking Division of BRAC Bank