

# MANAGEMENT DEVELOPMENT PROGRAMME

In a world of financial turmoil, competitive pressure, HR spiraling costs, administrative burdens, fluctuating operational costs and evolving business paradigms keeping abreast with the latest management techniques can be a challenging issue in its own right.

Innovaxin International Ltd reckon this and are offering a Management Development Programme made up of a monthly 2 hour workshop which is done in house to cover topics such as:

1. Business Development
2. Capitalizing on a Recession
3. Conflict Management
4. E-Marketing
5. EU Funding
6. Government Funding
7. Innovation
8. Lobbying
9. Logistics Management
10. Market Research
11. Meeting Management
12. Negotiation Skills
13. Quality Management
14. Recruitment interview skills
15. Sales Management
16. Service Excellence
17. Staff Appraisal
18. Staff Motivation
19. Strategic Customer Service
20. Succession Planning
21. Supplier Management

22. Teambuilding
23. The next ten years – Insight into Energy, Environment, Society and Technology
24. Executive Time Management

Each module is based on research obtained from top Business School. We work with Harvard Business School, Wharton/INSEAD, Europages Observatory and Singapore Management University.

The material is moderated to the Maltese market but can also be moderated and delivered in Libya, Tunisia and Sicily.



The delivery of the programme is done by Innovaxin's own managing director who has over 1600 executive mentoring

hours with companies from around the world. Joe has a Master's in Business Administration and is a banker by profession.

## SCOPE

The programme's scope are mainly five:

### 1-Educate

Attendees will be exposed to new ideas, techniques and what is happening in the field of the subject covered. Coping with the volume of academic research is a tedious, expensive and time consuming chore.

## 2-Elaborate

The Workshop is bespoke to the needs of the client thus the Workshop on innovation will be different from a company in manufacturing from that for an importing company.

## 3-Technical Transfer

The Workshop gives technical transfer on the fly. More references can be supplied depending on the subject but the idea is to make attendees aware of what's brewing where and when.

## 4-Minimal down time

The programme is long enough to instill discussion, debate and above all consideration of new material coming up but not to long to burden the management.

## 5-Cost Effectiveness

For €5.59 ex VAT daily you can ensure that your management team is kept abreast of developments. There is no limit on number of attendees but we recommend that it is not more than eight maximum of twelve to stimulate debate.

## FAQS

### When do we decide on the subjects?

You decide on booking but you can change as you go along.

### Can we buy more subjects which are not on the list?

Yes you can. Every quarter we adjourn the material.

### How do we pay?

Payment is done quarterly in advance

### Do we have to decide on the dates before hand?

No you do not. We pencil them down and are confirmed one week in advance.

### How many people can attend?

We recommend up to 8 persons with a maximum of 12.

### Where are the programmes held?

They can be held at your office, board room or at our premises in Birkirkara or in any other venue in Malta, Libya, Tunisia or Sicily.

### Is there any state funding?

Yes, it all depends on the nature of your business. Please check you're your state funding entity. In Malta please refer to (<http://etc.gov.mt/site/page.aspx?pageid=2134>).

### Special introductory price €510 ex VAT quarterly.

Bookings and enquiries from [training@innovaxin.com](mailto:training@innovaxin.com)



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