

Training Calendar 2022							
S/N	Course Code	Course Title	Industry	No of Days	Location	Online Training Date	Classroom Training Date
1	FAB 001	Credit Management,Accounts Receivable and Debt Collection:Tools for Cash flow Management and Competitive Advantage	Financial Services	One	Lagos	17/01/2022	18/01/2022
2	FAB 003	Treasury and Asset Liability Management	Financial Services	One	Lagos	19/01/2022	20/01/2022
3	FAB 005	Finance and Accounting Analysis	Financial Services	One	Lagos	21/01/2022	24/01/2022
4	FAB 007	Finance for Non-Finance Professionals	Financial Services	One	Lagos	25/01/2022	26/01/2022
5	FAB 009	Principles, Practice and Recent Developments in Tax Assessments for Companies in Nigeria	Financial Services	One	Lagos	27/01/2022	28/01/2022
6	FAB 010	Enterprise Risk Management	Financial Services	One	Lagos	31/01/2022	01/02/2022
7	FAB 011	Organising and Managing Accounts Payable	Financial Services	One	Lagos	02/02/2022	03/02/2022
8	SAM 021	Overview of physical crude oil trading and operations	Oil and Gas	One	Lagos	02/02/2022	03/02/2022
9	FAB 012	Organising and Managing Accounts Receivable	Financial Services	One	Lagos	04/02/2022	07/02/2022
10	SAM 022	Fundamentals of renewable energy	Oil and Gas	One	Lagos	04/02/2022	07/02/2022
11	FAB 013	Budgeting & Budgetary Control Methods	Financial Services	One	Lagos	08/02/2022	09/02/2022
12	SAM 023	Environment,Health and Safety Guidelines for Retail Fuel Service Stations	Oil and Gas	One	Lagos	08/02/2022	09/02/2022
13	FAB 014	Introduction to Financial Modelling using Excel	Financial Services	One	Lagos	10/02/2022	11/02/2022
14	SAM 024	Pricing Policy and Standards for Retail Fuels Marketing Industry	Oil and Gas	One	Lagos	10/02/2022	11/02/2022
15	FAB 015	Effective Payroll Management and Statutory Deductions	Financial Services	One	Lagos	14/02/2022	15/02/2022
16	SAM 025	Convenience Retailing redevelopment strategies for optimizing forecourt retail experience	Oil and Gas	One	Lagos	14/02/2022	15/02/2022
17	FAB 016	Advanced corporate analysis, valuation & financial modelling	Financial Services	One	Lagos	16/02/2022	17/02/2022
18	SAM 026	International oil trading	Oil and Gas	One	Lagos	16/02/2022	17/02/2022
19	FAB 017	Credit risk & credit scoring	Financial Services	One	Lagos	18/02/2022	21/02/2022
20	SAM 028	Fundamentals of petroleum refining - a non-technical introduction	Oil and Gas	One	Lagos	18/02/2022	21/02/2022
21	FAB 018	Financial Modelling with Advanced Excel Tools	Financial Services	One	Lagos	22/02/2022	23/02/2022
22	SAM 029	Managing a high-performing sales team	Oil and Gas	One	Lagos	22/02/2022	23/02/2022
23	BSI 001	Business Process Mapping and Improvement	General	One	Lagos	24/02/2022	25/02/2022
24	SAM 030	The gas chain concept - industry structure, economics, and pricing	Oil and Gas	One	Lagos	24/02/2022	25/02/2022
25	HMR 001	Performance Management and Salary Administration in Fuels Marketing Industry	General	One	Lagos	28/02/2022	01/03/2022
26	SAM 031	Economic analysis, financing & modelling for renewable energy	Oil and Gas	One	Lagos	28/02/2022	01/03/2022
27	HMR 002	People Analytics: Maximizing Human Capital with Data	General	One	Lagos	02/03/2022	03/03/2022
28	SAM 032	Asset Optimization strategies for growth of sales and profitability in retail fuels service stations	Oil and Gas	One	Lagos	02/03/2022	03/03/2022
29	HMR 003	Building Organizational Cultures: A Framework for Leaders	General	One	Lagos	04/03/2022	07/03/2022
30	SAM 033	Transformational Turnaround strategies for Downstream fuels marketing organizations in an era of disruptive change	Oil and Gas	One	Lagos	04/03/2022	07/03/2022
31	HMR 004	HR for non HR Managers	General	One	Lagos	08/03/2022	09/03/2022
32	SAM 034	The economics of Fuel Retailing in Service Stations	Oil and Gas	One	Lagos	08/03/2022	09/03/2022
33	HMR 005	Managing the HR Function	General	One	Lagos	10/03/2022	11/03/2022
34	SAM 036	Fundamentals of the downstream oil and gas industry	Oil and Gas	One	Lagos	10/03/2022	11/03/2022
35	HMR 006	Payroll management and effective payroll controls	General	One	Lagos	14/03/2022	15/03/2022
36	SAM 037	Retail Network Growth:Service station leasing or Buying Guidelines	Oil and Gas	One	Lagos	14/03/2022	15/03/2022

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S/N	Course Code	Course Title	Industry	No of Days	Location	Online Training Date	Classroom Training Date
37	HMR 007	Effective Payroll Management and Statutory Deductions	General	One	Lagos	16/03/2022	17/03/2022
38	SAM 038	Standard Operating Procedures for fuel service stations management	Oil and Gas	One	Lagos	16/03/2022	17/03/2022
39	LAM 001	Tools for Managing Conflicts of Interest	General	One	Lagos	18/03/2022	21/03/2022
40	SAM 039	Introduction to oil,gas & power	Oil and Gas	One	Lagos	18/03/2022	21/03/2022
41	LAM 002	Compliance tools and procedures for corporate governance	General	One	Lagos	22/03/2022	23/03/2022
42	SCM 001	Contracting and Contracts Administration in Downstream Fuels Marketing Industry	Oil and Gas	One	Lagos	22/03/2022	23/03/2022
43	LAM 003	Transformational Turnaround strategies for Downstream fuels marketing organizations in an era of disruptive change	General	One	Lagos	24/03/2022	25/03/2022
44	SCM 002	Truck Fleet Optimization and Road Transport Safety in Downstream Marketing Logistics	Oil and Gas	One	Lagos	24/03/2022	25/03/2022
45	LAM 004	Social Role and Responsibility of Business:International Guidelines and Practices	General	One	Lagos	28/03/2022	29/03/2022
46	SCM 003	Dynamics of Petroleum Depot and Terminal Operations	Oil and Gas	One	Lagos	28/03/2022	29/03/2022
47	LAM 005	Business Communication Skills (Writing and Presentation)	General	One	Lagos	30/03/2022	31/03/2022
48	SCM 004	Effective Bid and Tender Strategies for Industrial and Commercial Petroleum Products Sales competitiveness	Oil and Gas	One	Lagos	30/03/2022	31/03/2022
49	LAM 006	Supervisory Skills Management programme	General	One	Lagos	01/04/2022	04/04/2022
50	SCM 005	Truck fleet optimization and safety management	Oil and Gas	One	Lagos	01/04/2022	04/04/2022
51	LAM 007	Taking on Greater Responsibilities: Becoming a More Effective Supervisor	General	One	Lagos	05/04/2022	06/04/2022
52	SCM 006	Advanced petroleum products storage management, performance measures,storage control & safety for marketing excellence	Oil and Gas	One	Lagos	05/04/2022	06/04/2022
53	LAM 008	Basic Business Writing Skills for Beginners	General	One	Lagos	07/04/2022	08/04/2022
54	PUS 001	Strategic planning in the public sector	Public Sector	One	Lagos	07/04/2022	08/04/2022
55	LAM 009	Effective Administration for P.A's and Secretaries	General	One	Lagos	11/04/2022	12/04/2022
56	SAM 064	The Entrepreneurial Edge and Business Excellence for SMEs and Start Ups	SME	One	Lagos	11/04/2022	12/04/2022
57	LAM 010	Business Process Mapping and Improvement	General	One	Lagos	13/04/2022	14/04/2022
58	SAM 066	Business Excellence for SMEs and Start Ups	SME	One	Lagos	13/04/2022	14/04/2022
59	LAM 011	Enterprise Risk Management	General	One	Lagos	15/04/2022	18/04/2022
60	FAB 004	Treasury and Asset Liability Management	Financial Services	Three	Lagos	15/04/2022	18/04/2022
61	LAM 012	Overview of Corporate governance	General	One	Lagos	19/04/2022	20/04/2022
62	FAB 006	Finance and Accounting Analysis	Financial Services	Three	Lagos	19/04/2022	20/04/2022
63	LAM 013	Leadership and management skills for supervisors	General	One	Lagos	21/04/2022	22/04/2022
64	FAB 008	Finance for Non-Finance Professionals	Financial Services	Three	Lagos	21/04/2022	22/04/2022
65	LAM 014	Goal setting & time management	General	One	Lagos	25/04/2022	26/04/2022
66	HMR 002	People Analytics: Maximizing Human Capital with Data	General	Three	Lagos	25/04/2022	26/04/2022
67	PSE 001	Unleash Your Amazing Potential Seminar	General	One	Lagos	27/04/2022	28/04/2022
68	HMR 003	Building Organizational Cultures: A Framework for Leaders	General	Three	Lagos	27/04/2022	28/04/2022
69	PSE 002	Personal Effectiveness & Mastery	General	One	Lagos	29/04/2022	02/05/2022
70	LAM 016	Compliance tools and procedures for corporate governance	General	Three	Lagos	29/04/2022	02/05/2022
71	PSE 003	Goal setting & time management	General	One	Lagos	03/05/2022	04/05/2022
72	LAM 017	Tools for Managing Conflicts of Interest	General	Three	Lagos	03/05/2022	04/05/2022

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S/N	Course Code	Course Title	Industry	No of Days	Location	Online Training Date	Classroom Training Date
73	PSE 004	Time management	General	One	Lagos	05/05/2022	06/05/2022
74	SAM 004	Overview of trade marketing activations,market storms,road shows & events for direct to consumer/customer marketing	General	Three	Lagos	05/05/2022	06/05/2022
75	PSE 005	Office management and effective administration skills	General	One	Lagos	09/05/2022	10/05/2022
76	SAM 042	Essential Management Skills for Emerging Leaders	General	Three	Lagos	09/05/2022	10/05/2022
77	PSE 006	The power of positive thinking, psychology and attitude	General	One	Lagos	11/05/2022	12/05/2022
78	SAM 045	Innovation and Strategy – Design Thinking	General	Three	Lagos	11/05/2022	12/05/2022
79	PSE 007	Managing stress & work-life balance	General	One	Lagos	13/05/2022	16/05/2022
80	SAM 046	Leadership Communication and Interpersonal Skills	General	Three	Lagos	13/05/2022	16/05/2022
81	PSE 008	Mastering communication, negotiation and presentation skills	General	One	Lagos	17/05/2022	18/05/2022
82	SAM 047	Managing Yourself and Leading Others	General	Three	Lagos	17/05/2022	18/05/2022
83	SAM 027	Delivering world class customer service experience	General	One	Lagos	19/05/2022	20/05/2022
84	SAM 048	Innovation and Strategy	General	Three	Lagos	19/05/2022	20/05/2022
85	SAM 035	Gaining Competitive Marketing Advantage with Excellent Customer Service	General	One	Lagos	23/05/2022	24/05/2022
86	SAM 049	Emotional Intelligence in Leadership	General	Three	Lagos	23/05/2022	24/05/2022
87	SAM 040	Overview of Corporate governance	General	One	Lagos	25/05/2022	26/05/2022
88	SAM 056	Collaborative Leadership: Building the Organization of the Future	General	Three	Lagos	25/05/2022	26/05/2022
89	SAM 041	Key account management	General	One	Lagos	27/05/2022	30/05/2022
90	SAM 057	Digital Marketing Strategy	General	Three	Lagos	27/05/2022	30/05/2022
91	SAM 042	Essential Management Skills for Emerging Leaders	General	One	Lagos	31/05/2022	01/06/2022
92	SAM 058	Communication Strategies: Presentation Skills with Impact	General	Three	Lagos	31/05/2022	01/06/2022
93	SAM 042	Essential Management Skills for Emerging Leaders	General	One	Lagos	02/06/2022	03/06/2022
94	SAM 059	Strategies for Leading Successful Change Initiatives: Mastery Session	General	Three	Lagos	02/06/2022	03/06/2022
95	SAM 043	Strategic Business Management	General	One	Lagos	06/06/2022	07/06/2022
96	SAM 060	Leading More Effective Teams	General	Three	Lagos	06/06/2022	07/06/2022
97	SAM 043	Strategic Business Management	General	One	Lagos	08/06/2022	09/06/2022
98	SAM 061	Strategic Sales Management	General	Three	Lagos	08/06/2022	09/06/2022
99	SAM 044	Negotiation Skills: Strategies for Increased Effectiveness	General	One	Lagos	10/06/2022	13/06/2022
100	SAM 062	Strategic Marketing Management	General	Three	Lagos	10/06/2022	13/06/2022
101	SAM 044	Negotiation Skills: Strategies for Increased Effectiveness	General	One	Lagos	14/06/2022	15/06/2022
102	SAM 063	Creative Thinking: Innovative Solutions to Complex Challenges	General	Three	Lagos	14/06/2022	15/06/2022
103	SAM 045	Innovation and Strategy – Design Thinking	General	One	Lagos	16/06/2022	17/06/2022
104	SAM 065	Sustainability Leadership and Corporate Responsibility for achieving the triple bottom line for businesses	General	Three	Lagos	16/06/2022	17/06/2022
105	SAM 045	Innovation and Strategy – Design Thinking	General	One	Lagos	20/06/2022	21/06/2022
106	SAM 067	Incremental continuous improvement for business productivity and performance using the Kaizen Model	General	Three	Lagos	20/06/2022	21/06/2022
107	SAM 046	Leadership Communication and Interpersonal Skills	General	One	Lagos	22/06/2022	23/06/2022
108	SAM 068	Quantum leaps and large-scale strategic improvements in business productivity	General	Three	Lagos	22/06/2022	23/06/2022

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109	SAM 046	Leadership Communication and Interpersonal Skills	General	One	Lagos	24/06/2022	27/06/2022
110	SAM 076	Corporate Communication, Identity and Brand Management	General	Three	Lagos	24/06/2022	27/06/2022
111	SAM 047	Managing Yourself and Leading Others	General	One	Lagos	28/06/2022	29/06/2022
112	SAM 077	The key to succeeding in Industrial and Commercial Business to Business(B2B) Sales and Relationship Marketing.	General	Three	Lagos	28/06/2022	29/06/2022
113	SAM 047	Managing Yourself and Leading Others	General	One	Lagos	30/06/2022	01/07/2022
114	SAM 078	Credit Management, Accounts Receivable and Debt Collection: Tools for Cash flow Management and Competitive Advantage	General	Three	Lagos	30/06/2022	01/07/2022
115	SAM 048	Innovation and Strategy	General	One	Lagos	04/07/2022	05/07/2022
116	SAM 087	Gaining Competitive Marketing Advantage with Excellent Customer Service.	General	Three	Lagos	04/07/2022	05/07/2022
117	SAM 048	Innovation and Strategy	General	One	Lagos	06/07/2022	07/07/2022
118	ERM 007	Technical and facilities maintenance and repair of fuel service stations	Oil and Gas	Three	Lagos	06/07/2022	07/07/2022
119	SAM 049	Emotional Intelligence in Leadership	General	One	Lagos	08/07/2022	11/07/2022
120	ERM 008	Design, Construction, Modification, Maintenance and Decommissioning of Fuel Service Stations	Oil and Gas	Three	Lagos	08/07/2022	11/07/2022
121	SAM 049	Emotional Intelligence in Leadership	General	One	Lagos	12/07/2022	13/07/2022
122	HES 005	Environment, Health and Safety Guidelines for Retail Fuel Service Stations	Oil and Gas	Three	Lagos	12/07/2022	13/07/2022
123	SAM 050	Design Thinking: Creating Better Customer Experiences	General	One	Lagos	14/07/2022	15/07/2022
124	HES 006	Loss Prevention System - Principles and Practices in Downstream Fuels Marketing	Oil and Gas	Three	Lagos	14/07/2022	15/07/2022
125	SAM 050	Design Thinking: Creating Better Customer Experiences	General	One	Lagos	18/07/2022	19/07/2022
126	HMR 008	Performance Management and Salary Administration in Fuels Marketing Industry	Oil and Gas	Three	Lagos	18/07/2022	19/07/2022
127	SAM 051	Business Strategy for Managers	General	One	Lagos	20/07/2022	21/07/2022
128	LAM 015	Transformational Turnaround strategies for Downstream fuels marketing organizations in an era of disruptive change.	Oil and Gas	Three	Lagos	20/07/2022	21/07/2022
129	SAM 051	Business Strategy for Managers	General	One	Lagos	22/07/2022	25/07/2022
130	LPG 003	LPG Downstream Operations and Marketing Excellence: Growing the LPG Distribution and Marketing Footprint across multiple Business	Oil and Gas	Three	Lagos	22/07/2022	25/07/2022
131	SAM 052	Call & contact centre workshop	General	One	Lagos	26/07/2022	27/07/2022
132	LUB 002	Lubricants sales and marketing excellence: Matching the technicalities with business strategy.	Oil and Gas	Three	Lagos	26/07/2022	27/07/2022
133	SAM 053	Innovation and Strategy for Increased Effectiveness	General	One	Lagos	28/07/2022	29/07/2022
134	SAM 033	Transformational Turnaround strategies for Downstream fuels marketing organizations in an era of disruptive change	Oil and Gas	Three	Lagos	28/07/2022	29/07/2022
135	SAM 054	Effective Organizational Communication	General	One	Lagos	01/08/2022	02/08/2022
136	SAM 072	Introduction to Strategic Planning for Downstream Fuels Marketing Industry	Oil and Gas	Three	Lagos	01/08/2022	02/08/2022

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S/N	Course Code	Course Title	Industry	No of Days	Location	Online Training Date	Classroom Training Date
137	SAM 055	Advanced Negotiation Skills	General	One	Lagos	03/08/2022	04/08/2022
138	SAM 073	National Network Planning and designing Trade Areas for Retail Fuels Marketing	Oil and Gas	Three	Lagos	03/08/2022	04/08/2022
139	SAM 056	Collaborative Leadership: Building the Organization of the Future	General	One	Lagos	05/08/2022	08/08/2022
140	SAM 074	Is there a Future for Fuel Service Stations?Strategies for Growth of Retail Service Stations in a Regulated Fuels Market	Oil and Gas	Three	Lagos	05/08/2022	08/08/2022
141	SAM 057	Digital Marketing Strategy	General	One	Lagos	09/08/2022	10/08/2022
142	SAM 075	Brand Management and Guardianship in Downstream Fuels Marketing	Oil and Gas	Three	Lagos	09/08/2022	10/08/2022
143	SAM 058	Communication Strategies: Presentation Skills with Impact	General	One	Lagos	11/08/2022	12/08/2022
144	SAM 080	Retail Service Stations Design Standards	Oil and Gas	Three	Lagos	11/08/2022	12/08/2022
145	SAM 059	Strategies for Leading Successful Change Initiatives: Mastery Session	General	One	Lagos	15/08/2022	16/08/2022
146	SAM 082	Retail Stations Site Selection Best Practices	Oil and Gas	Three	Lagos	15/08/2022	16/08/2022
147	SAM 060	Leading More Effective Teams	General	One	Lagos	17/08/2022	18/08/2022
148	SAM 083	Convenience Retailing redevelopment strategies for optimizing forecourt retail experience.	Oil and Gas	Three	Lagos	17/08/2022	18/08/2022
149	SAM 061	Strategic Sales Management	General	One	Lagos	19/08/2022	22/08/2022
150	SAM 084	Asset Optimization strategies for growth of sales and profitability in retail fuels service stations.	Oil and Gas	Three	Lagos	19/08/2022	22/08/2022
151	SAM 062	Strategic Marketing Management	General	One	Lagos	23/08/2022	24/08/2022
152	SAM 085	Supervising company owned and franchise fuel service stations for business excellence	Oil and Gas	Three	Lagos	23/08/2022	24/08/2022
153	SAM 063	Creative Thinking: Innovative Solutions to Complex Challenges	General	One	Lagos	25/08/2022	26/08/2022
154	SAM 086	The economics of Fuel Retailing in Service Stations.	Oil and Gas	Three	Lagos	25/08/2022	26/08/2022
155	SAM 065	Sustainability Leadership and Corporate Responsibility for achieving the triple bottom line for businesses	General	One	Lagos	29/08/2022	30/08/2022
156	SAM 088	Fundamentals of the downstream oil and gas industry.	Oil and Gas	Three	Lagos	29/08/2022	30/08/2022
157	SAM 067	Incremental continuous improvement for business productivity and performance using the Kaizen Model	General	One	Lagos	31/08/2022	01/09/2022
158	SAM 089	Retail Network Growth:Service station leasing or Buying Guidelines.	Oil and Gas	Three	Lagos	31/08/2022	01/09/2022
159	SAM 068	Quantum leaps and large-scale strategic improvements in business productivity	General	One	Lagos	02/09/2022	05/09/2022
160	SAM 090	Standard Operating Procedures for fuel service stations management	Oil and Gas	Three	Lagos	02/09/2022	05/09/2022
161	SAM 069	Strategies for business growth and development	General	One	Lagos	06/09/2022	07/09/2022
162	SCM 012	Contracting and Contracts Administration in Downstream Fuels Marketing Industry	Oil and Gas	Three	Lagos	06/09/2022	07/09/2022
163	SAM 070	Customer relationship management	General	One	Lagos	08/09/2022	09/09/2022
164	SCM 013	Effective Bid and Tender Strategies for Industrial and Commercial Petroleum Products Sales competitiveness.	Oil and Gas	Three	Lagos	08/09/2022	09/09/2022
165	SAM 071	Goal setting & time management	General	One	Lagos	12/09/2022	13/09/2022
166	SCM 014	Truck Fleet Optimization and Road Transport Safety in Downstream Marketing Logistics.	Oil and Gas	Three	Lagos	12/09/2022	13/09/2022
167	SCM 007	Strategic Supply Chain Management	General	One	Lagos	14/09/2022	15/09/2022
168	SCM 015	Dynamics of Petroleum Depot and Terminal Operations.	Oil and Gas	Three	Lagos	14/09/2022	15/09/2022
169	SCM 008	Effective Distribution Channel and Logistics Management	General	One	Lagos	16/09/2022	19/09/2022
170	SAM 064	The Entrepreneurial Edge and Business Excellence for SMEs and Start Ups	SME	Three	Lagos	16/09/2022	19/09/2022
171	SCM 009	Supply Chain Management	General	One	Lagos	20/09/2022	21/09/2022
172	SAM 066	Business Excellence for SMEs and Start Ups	SME	Three	Lagos	20/09/2022	21/09/2022

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S/N	Course Code	Course Title	Industry	No of Days	Location	Online Training Date	Classroom Training Date
173	SCM 010	Contract, procurement & vendor management	General	One	Lagos	22/09/2022	23/09/2022
174	SCM 011	Advanced warehouse management, warehousing performance measures, storage control & safety	General	One	Lagos	26/09/2022	27/09/2022
175	HES 001	Environment,Health and Safety Guidelines for Retail Fuel Service Stations	Health,Environme	One	Lagos	28/09/2022	29/09/2022
176	HES 002	Loss Prevention System - Principles and Practices in Downstream Fuels Marketing	Health,Environme	One	Lagos	30/09/2022	03/10/2022
177	HES 003	Overview of Environment,Health,Safety,Security and Quality Dynamics in organizations	Health,Environme	One	Lagos	04/10/2022	05/10/2022
178	HES 004	OSHA – occupational safety and health administration standards	Health,Environme	One	Lagos	06/10/2022	07/10/2022
179	ERM 001	Design,Construction,Modification,Maintenance and Decommissioning of Fuel Service Stations	Oil and Gas	One	Lagos	10/10/2022	11/10/2022
180	ERM 002	Technical and facilities maintenance and repair of fuel service stations	Oil and Gas	One	Lagos	12/10/2022	13/10/2022
181	ERM 003	Retail Service Stations Design Standards	Oil and Gas	One	Lagos	14/10/2022	17/10/2022
182	ERM 004	Asset Optimization strategies for growth of sales and profitability in retail fuels service stations	Oil and Gas	One	Lagos	18/10/2022	19/10/2022
183	ERM 005	Fundamentals of petroleum refining - a non-technical introduction	Oil and Gas	One	Lagos	20/10/2022	21/10/2022
184	ERM 006	Maintenance planning and scheduling	Oil and Gas	One	Lagos	24/10/2022	25/10/2022
185	FAB 002	Finance & Accounting for the Oil and Gas Sector	Oil and Gas	One	Lagos	26/10/2022	27/10/2022
186	LPG 001	LPG Downstream Operations and Marketing Excellence:Growing the LPG Distribution and Marketing Footprint across multiple Business	Oil and Gas	One	Lagos	28/10/2022	31/10/2022
187	LPG 002	Overview of LPG - supply, economics, trading, sales and marketing dynamics	Oil and Gas	One	Lagos	01/11/2022	02/11/2022
188	LUB 001	Lubricants sales and marketing excellence:Matching the technicalities with business strategy.	Oil and Gas	One	Lagos	03/11/2022	04/11/2022
189	SAM 001	Introduction to Strategic Planning for Downstream Fuels Marketing Industry	Oil and Gas	One	Lagos	07/11/2022	08/11/2022
190	SAM 002	National Network Planning and designing Trade Areas for Retail Fuels Marketing	Oil and Gas	One	Lagos	09/11/2022	10/11/2022
191	SAM 003	Is there a Future for Fuel Service Stations?Strategies for Growth of Retail Service Stations in a Regulated Fuels Market	Oil and Gas	One	Lagos	11/11/2022	14/11/2022
192	SAM 004	Overview of trade marketing activations,market storms,road shows & events for direct to consumer/customer marketing	Oil and Gas	One	Lagos	15/11/2022	16/11/2022
193	SAM 005	Brand Management and Guardianship in Downstream Fuels Marketing	Oil and Gas	One	Lagos	17/11/2022	18/11/2022
194	SAM 006	Corporate Communication,Identity and Brand Management	Oil and Gas	One	Lagos	21/11/2022	22/11/2022
195	SAM 007	The key to succeeding in Industrial and Commercial Business to Business(B2B) Sales and Relationship Marketing.	Oil and Gas	One	Lagos	23/11/2022	24/11/2022
196	SAM 008	Credit Management,Accounts Receivable and Debt Collection:Tools for Cash flow Management and Competitive Advantage	Oil and Gas	One	Lagos	25/11/2022	28/11/2022
197	SAM 009	Retail Service Stations Design Standards	Oil and Gas	One	Lagos	29/11/2022	30/11/2022
198	SAM 010	Credit risk & credit scoring	Oil and Gas	One	Lagos	01/12/2022	02/12/2022
199	SAM 011	Introduction to the oil & gas industry	Oil and Gas	One	Lagos	05/12/2022	06/12/2022
200	SAM 012	Retail Stations Site Selection Best Practices	Oil and Gas	One	Lagos	07/12/2022	08/12/2022
201	SAM 013	The importance of the key account manager	Oil and Gas	One	Lagos	09/12/2022	12/12/2022
202	SAM 014	Technical and facilities maintenance and repair of fuel service stations	Oil and Gas	One	Lagos	13/12/2022	14/12/2022
203	SAM 015	Supervising company owned and franchise fuel service stations for business excellence	Oil and Gas	One	Lagos	15/12/2022	16/12/2022
204	SAM 016	The Oil and Gas Value Chain	Oil and Gas	One	Lagos	19/12/2022	20/12/2022
205	SAM 017	Customer life cycle and product life cycle management for brown business excellence	Oil and Gas	One	Lagos	21/12/2022	22/12/2022
206	SAM 018	Aviation fuels: Supply, trading,risk management and marketing	Oil and Gas	One	Lagos	23/12/2022	26/12/2022
207	SAM 019	Fundamentals of refinery economics and blending	Oil and Gas	One	Lagos	27/12/2022	28/12/2022
208	SAM 020	Effective marketing and sales management	Oil and Gas	One	Lagos	29/12/2022	30/12/2022

