

Training Calendar November 2021							
S/N	Course Code	Course Title	Industry	No of Days	Location	Online Training Date	Classroom Training Date
1	LUB 001	Lubricants sales and marketing excellence:Matching the technicalities with business strategy.	Oil and Gas	One	Lagos	01/11/2021	02/11/2021
2	SAM 001	Introduction to Strategic Planning for Downstream Fuels Marketing Industry	Oil and Gas	One	Lagos	03/11/2021	04/11/2021
3	SAM 002	National Network Planning and designing Trade Areas for Retail Fuels Marketing	Oil and Gas	One	Lagos	05/11/2021	06/11/2021
4	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	08/11/2021	09/11/2021
5	SAM 004	Overview of trade marketing activations,market storms,road shows & events for direct to consumer/customer marketing	Oil and Gas	One	Lagos	10/11/2021	11/11/2021
6	SAM 005	Brand Management and Guardianship in Downstream Fuels Marketing	Oil and Gas	One	Lagos	12/11/2021	13/11/2021
7	SAM 006	Corporate Communication,Identity and Brand Management	Oil and Gas	One	Lagos	15/11/2021	16/11/2021
8	SAM 007	The key to succeeding in Industrial and Commercial Business to Business(B2B) Sales and Relationship Marketing.	Oil and Gas	One	Lagos	17/11/2021	18/11/2021
9	SAM 008	Credit Management,Accounts Receivable and Debt Collection:Tools for Cash flow Management and Competitive Advantage	Oil and Gas	One	Lagos	19/11/2021	20/11/2021
10	SAM 009	Retail Service Stations Design Standards	Oil and Gas	One	Lagos	22/11/2021	23/11/2021
11	SAM 010	Credit risk & credit scoring	Oil and Gas	One	Lagos	24/11/2021	25/11/2021
12	SAM 011	Introduction to the oil & gas industry	Oil and Gas	One	Lagos	26/11/2021	27/11/2021
13	SAM 012	Retail Stations Site Selection Best Practices	Oil and Gas	One	Lagos	29/11/2021	30/11/2021