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SALES AND MARKETING COURSE ON 2017

CODE	COURSE TITLE	Jan	Feb	March	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
MK-001	Analisa Pasar dan Konsumen	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
MK-002	Brand Management	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
MK-003	Competitive Strategis	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
MK-004	Comprehensif Writing Skill For Company Branding	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
MK-005	Customer Relationship Management	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
MK-006	Customer Satisfaction Measurement	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
MK-007	Customer Service Technique	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
MK-008	Dasar-Dasar Marketing (Basic Marketing)	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
MK-009	Effective Business Negotiation & Presentation Skills	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
MK-010	Effective Marketing Management	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
MK-011	Effective Marketing Research	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
MK-012	Effective Marketing Strategy	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
MK-013	Effective Sales Strategy	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
MK-014	Event Organizer Untuk Event Perusahaan	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
MK-015	Handling Complaint	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
MK-016	Hukum Marketing	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
MK-017	Manajemen Konflik Pemasaran	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
MK-018	Manajemen Pemasaran Jasa	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
MK-019	Manajemen Pemasaran Lanjutan	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
MK-020	Manajemen Pemasaran Terpadu (Integrative Marketing)	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
MK-021	Market Intelligence	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
MK-022	Marketing Management Training	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
MK-023	Memimpin dan mengelola tim penjualan	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
MK-024	Negosiasi untuk Staff Penjualan dan Staff Marketing	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
MK-025	Negotiation Technique For Sales & Marketing People	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
MK-026	Pelatihan Sales management For Bankers	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
MK-027	Pemasaran Jasa	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
MK-028	Penelitian Pemasaran	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
MK-029	Perilaku Konsumen	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
MK-030	Product Knowledge	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
MK-031	Professional Marketing Executive	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
MK-032	Sales Management Training	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
MK-033	Salesmanship	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
MK-034	Smart Sales Technique	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
MK-035	Smart Selling Skills	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
MK-036	Strategi Membangun Pelayanan Prima	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
MK-037	Strategi Penjualan Efektif	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
MK-038	Strategic Selling Skill	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
MK-039	Ultimate GraphoSelling Technique Practitioner Training	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
MK-040	Training Strategic Marketing	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 001	Certified Brand Manager	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 002	Certified Business Development Professional	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 003	Certified Marketing Professional	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 004	Certified Sales Manager	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 005	Certified Social Media Marketer	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 006	Channel Management: Maximizing Market Presence	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 007	Customer Relationship Management (CRM): The Power of Informa	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 008	Fundamentals of Marketing Management	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 009	Key Account Management	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec

SM 010	Marketing Communications and Media Planning Workshop	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 011	Product Launch and Management	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 012	Retail Management	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 013	Sales Professional Certificate	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 014	The Strategic and Breakthrough Selling Workshop	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 015	The Strategic Marketing Plan	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 016	Sales Training: Winning with Relationship Selling	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 017	How to Increase Sales by Building the Customer Relationship	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 018	Advanced Selling Skills for Maximum Profit	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 019	Applied Marketing Research Using Ms. Excell	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 020	Boost your Presentation IQ	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 021	Business Continuity Planning For Corporate	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 022	Business Intelligence	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 023	Certified of Business Development Specialist	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 024	Customer Focus Selling Skills	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 025	Digital Marketing Strategy	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 026	Effective Marketing Management	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 027	Effective Strategic Planning with Business Model Generation	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 028	Effective Telemarketing	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 029	Increasing Your Sales Throught Effective Selling	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 030	Integrated Marketing Communication	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 031	Kupas tuntas Customer Satisfaction dan Loyalty	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 032	New Product Development (NPD)	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 033	Powerful Presentation & Communication Skill	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 034	Strategic Issues in Experiential Marketing	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 035	Professional Selling	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 036	Negotiating Skills With Winning Outcomes	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 037	Marketing Strategies 101	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 038	Power Impact Telesales Sales Skills	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 039	Strategic Marketing Plan	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 040	Successful Selling Skills	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 041	Advanced Negotiation Strategy	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 042	Consumer Behavior Building Marketing Strategy	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 043	Customer Focus Selling Skills	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 044	Customer Relationship Management	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 045	Customer Satisfaction Survey	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 046	Customer Service Excellent	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 047	Digital Marketing Strategy	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 048	Effective Lobbying & Negotiation Skills	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 049	Effective Marketing Communication	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 050	E-Mail Marketing	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 051	Excellent Marketing Presentation	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 052	Handling Customer Complaint	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 053	Marketing & Competitive Intelligence	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 054	Marketing Management	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 055	Marketing Public Relations	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 056	Marketing Research	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 057	Marketing Support & Sales Admin Development Program	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 058	Persuasive Marketing	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 059	Planning & Developing New Products	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 060	Product & Brand Image	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec

SM 061	Salesmanship and Selling Skill	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 062	Standard Operation Procedure (SOP) Marketing	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 063	Strategic Brand Building Management	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 064	Strategic Marketing	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 065	Strategic Marketing For Business Expansion	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 066	Successful Telemarketing	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 067	Value Added Market Strategic	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 068	The Psychology of Sales	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 069	Preparing a Sales Forecast	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 070	Successful Sales Performance and Account	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 071	Advanced Marketing Strategy	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 072	The Strategic Marketing Plan	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 073	Strategic Marketing Planning	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 074	Telemarketing - Using The Telephone as a Sales Tool	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 075	Sales Training: Selling Smarter	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 076	FUNDAMENTALS MARKETING	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 077	Marketing for Non Marketing Managers	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 078	Marketing Management Essentials	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec
SM 079	Customer Service Training: Managing Customer Service	17 - 19 Jan	14-16 Feb	14-16 Mar	11-13 Apr	16-18 May	13-15 Jun	18-20 Jul	08-10 Aug	13-14 Sept	10-12 Oct	14-16 Nov	12-14 Dec
SM 080	Dynamite Sales Presentations	24 - 26 Jan	21-23 Feb	21-23 Mar	25-27 Apr	29-31 May	20-22 Jun	25-27 Jul	29-31 Aug	26-28 Sept	24-26 Oct	21-23 Nov	19-21 Dec
SM 081	Sales Training: Prospecting for Leads Like a Pro	10 - 12 Jan	07-09 Feb	07-09 Mar	04-06 Apr	02-04 May	06-08 Jun	11-13 Jul	01-03 Aug	05-07 Sept	03-05 Oct	07-09 Nov	05-07 Dec

Note :

Untuk venue pelatihan bisa disesuaikan dengan kebutuhan perusahaan dengan ketentuan kuota minimal peserta

Pelaksanaan Pelatihan dapat dilaksanakan di kota-kota besar di seluruh Indonesia : Jakarta , Bandung, Yogyakarta, Solo, Semarang, Surabaya, Malang, Bali, Lombok, Balikpapan,

Pekanbaru, Timor Leste, Malaysia, Singapore dan kota-kota lainnya

Apabila judul pelatihan yang dibutuhkan sudah dilaksanakan, kami bisa menschedulekan kembali dengan jumlah Minimum peserta menyesuaikan

Apabila ada judul/materi lain yang dibutuhkan (tidak tercantum dalam schedule kami) dengan senang hati kami siap membantu

Kami juga bisa menyelenggarakan training baik public, inhouse training (di perusahaan yang bersangkutan), program sertifikasi, ataupun Program Masa Pra Purna Bakti (MPP)

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