

# Training Brochure

**OPEN COURSE GUIDE**

**Pivotage**  
Consulting



# Leadership, Management and Human Resources

Course 1	Employee Value Proposition
Course 2	Human Resources Business Partnering
Course 3	Human Resources Technology and Automation
Course 4	Adaptive Leadership and Change Management

This training course focuses on equipping participants with essential skills in leadership, effective management practices, and strategic human resource management. Designed for professionals eager to enhance their leadership capabilities and drive organizational success, this course provides practical insights and tools to foster a dynamic and productive work environment.

## Who Should Attend

This course is ideal for professionals aspiring to or recently promoted into leadership roles across various industries. It is also beneficial for individuals seeking to refine their leadership, management, and HR competencies to effectively navigate challenges and contribute to organizational success.

# Insurance

Course 1	Claims Management and Response Planning
Course 2	Risk assessment and management techniques
Course 3	Regulatory Compliance and Ethics
Course 4	Client Advisory and Relationship Management

This course is designed to equip professionals with the knowledge and skills essential for success in the dynamic insurance industry. Whether you are new to the field or a seasoned professional, this program offers comprehensive insights into insurance principles, practices, and strategies tailored to meet the evolving needs of the industry.

## Who Should Attend

Ideal for insurance professionals, claims adjusters, underwriters, brokers, and anyone looking to deepen their understanding of insurance operations and excel in their roles within the industry.

# Sales and Marketing

<b>Course 1</b>	<b>Sales Fundamentals</b>
<b>Course 2</b>	<b>Customer Relationship Management</b>
<b>Course 3</b>	<b>Market Research and Analysis</b>
<b>Course 4</b>	<b>Negotiation and Presentation Skills</b>
<b>Course 5</b>	<b>Building and Managing Sales Teams</b>

Elevate your sales and marketing skills with this comprehensive course designed to equip professionals with the strategies and techniques needed to excel in today's competitive market. Whether you are new to the field or looking to enhance your existing skills, this program offers valuable insights and practical tools to drive business growth and achieve outstanding results.

## Who Should Attend

This training program is ideal for sales professionals, marketing executives, business development managers, and anyone looking to boost their sales and marketing expertise to drive business success.

# Digital Marketing and Branding

<b>Course 1</b>	<b>Content Marketing Strategies</b>
<b>Course 2</b>	<b>Business Communication and Branding</b>
<b>Course 3</b>	<b>Digital Marketing</b>

This course is designed for marketing professionals and business leaders, this program provides cutting-edge strategies and tools to build a strong online presence, engage your audience, and drive business growth in the digital age.

## Who Should Attend

This course is ideal for marketing professionals, brand managers, digital strategists and employees looking to enhance their digital marketing and branding skills.

# Public Sector

<b>Course 1</b>	<b>Public Administration</b>
<b>Course 2</b>	<b>Government Policy and Regulation</b>
<b>Course 3</b>	<b>Public Finance Management</b>
<b>Course 4</b>	<b>Public Sector Innovation and Digital Transformation</b>

This training course is designed to equip government officials, public administrators, and civil servants with the essential skills and knowledge needed to excel in public service. This program addresses the unique challenges and opportunities within the public sector, providing practical tools and strategies to enhance efficiency, transparency, and public trust.

## Who Should Attend

This program is ideal for government officials, public administrators, civil servants, and anyone involved in public sector management and policy making. It is also beneficial for individuals aspiring to leadership roles within the public sector.

# Finance and Accounting

## Course 1

### Financial Management and Accounting

## Course 2

### Finance for Non- Finance Managers

This training course will equip employees with a comprehensive understanding of finance and accounting principles, enabling them to manage financial operations effectively, ensure compliance, and support organizational growth. By mastering these essential skills, you'll be well-prepared to navigate the financial challenges of today's business environment and contribute to your organization's financial success.

### Who Should Attend

This course is ideal for finance professionals, accountants, auditors, financial analysts, and anyone seeking to deepen their knowledge and expertise in finance and accounting. It is also beneficial for managers and executives who need to understand financial principles to make strategic decisions.

# Personal and Corporate Development

<b>Course 1</b>	<b>Emotional Intelligence and Leadership</b>
<b>Course 2</b>	<b>Critical Thinking and Problem-Solving</b>
<b>Course 3</b>	<b>Strategic Planning and Management</b>
<b>Course 4</b>	<b>Effective Leadership and Management</b>
<b>Course 5</b>	<b>Project Management and Productivity</b>

This training course is designed to empower professionals with the skills and knowledge necessary to drive personal growth and organizational success. Employees will be able to enhance their individual capabilities, foster leadership, and promote a culture of continuous improvement within the organization.

## Who Should Attend

This course is ideal for professionals at all levels seeking to enhance their personal and corporate development skills. It is particularly beneficial for aspiring leaders, managers, and individuals aiming to advance their careers and contribute more effectively to their organizations.



# Information Technology

## Course 1

### Digital Literacy and Cybersecurity

## Course 2

### Data Analysis and AI Mastery

This training course is designed to equip professionals with the latest skills and knowledge required to excel in the fast-evolving field of IT. This comprehensive program covers essential IT concepts, advanced technical skills, and strategic IT management practices, preparing participants to effectively leverage technology for organizational success.

### Who Should Attend

This program is ideal for IT professionals, software developers, system administrators, IT managers, and anyone looking to deepen their IT knowledge and skills. It is also beneficial for business leaders and managers who need to understand IT concepts to drive technology initiatives within their organizations.

# Oil and Gas

## Course 1

### Health, Safety, and Environment (HSE) in Oil and Gas

## Course 2

### Energy Economics and Financial Analysis

Designed to equip industry professionals with the comprehensive skills and knowledge needed to excel in the dynamic and complex oil and gas sector. This program covers essential aspects of the industry, from exploration and production to safety and environmental management, providing participants with the tools to drive operational excellence and sustainable growth.

### Who Should Attend

This course is ideal for professionals in the oil and gas sector seeking to enhance their industry knowledge and technical skills. It is also beneficial for individuals aspiring to enter the oil and gas sector.

# Contact us for further inquiries

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