



**Industrial Marketing Management,  
Business Development**

City	Date	Program	€ TRAINING PLAN 2022
Muscat	2 Jan 6 Jan	Business Development Manager Skills for International Companies	
KualaLumpur	2 Jan 6 Jan	Business Development Manager Skills for International Companies	
London	3 Jan 7 Jan	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
London	3 Jan 7 Jan	Business Development Manager Skills for International Companies	
Tbilisi	3 Jan 7 Jan	Business Development Manager Skills for International Companies	
Milan	3 Jan 7 Jan	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Manama	9 Jan 13 Jan	Networking for Business Success	
Kuwait	9 Jan 13 Jan	Business Development Manager Skills for International Companies	
Muscat	9 Jan 13 Jan	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Boston	10 Jan 14 Jan	Business Development Manager Skills for International Companies	
Vienna	10 Jan 14 Jan	Business Development Manager Skills for International Companies	
Manama	16 Jan 20 Jan	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Cairo	16 Jan 20 Jan	Business Development Manager Skills for International Companies	
KualaLumpur	16 Jan 20 Jan	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Istanbul	16 Jan 20 Jan	Business Development Manager Skills for International Companies	
Muscat	16 Jan 20 Jan	Modern Methods in Strategic Planning and Building Performance Indicators	
Istanbul	16 Jan 20 Jan	Modern Methods in Strategic Planning and Building Performance Indicators	
Trabzon	17 Jan 21 Jan	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Dubai	23 Jan 27 Jan	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Dubai	23 Jan 27 Jan	Modern Methods in Strategic Planning and Building Performance Indicators	
Barcelona	24 Jan 28 Jan	Networking for Business Success	
Casablanca	30 Jan 3 Feb	Business Development Manager Skills for International Companies	
SharmEl-Sheikh	6 Feb 10 Feb	Business Development Manager Skills for International Companies	
KualaLumpur	6 Feb 10 Feb	Modern Methods in Strategic Planning and Building Performance Indicators	
Dubai	6 Feb 10 Feb	Networking for Business Success	
Munich	7 Feb 11 Feb	Business Development Manager Skills for International Companies	
Manama	13 Feb 17 Feb	Modern Methods in Strategic Planning and Building Performance Indicators	
Trabzon	14 Feb 18 Feb	Business Development Manager Skills for International Companies	
Kuwait	20 Feb 24 Feb	Modern Methods in Strategic Planning and Building Performance Indicators	
Cairo	20 Feb 24 Feb	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Milan	21 Feb 25 Feb	Business Development Manager Skills for International Companies	
Lisbon	21 Feb 25 Feb	Networking for Business Success	
Baku	21 Feb 25 Feb	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Tbilisi	21 Feb 25 Feb	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
SharmEl-Sheikh	27 Feb 3 Mar	Networking for Business Success	
Amman	27 Feb 3 Mar	Business Development Manager Skills for International Companies	
London	28 Feb 4 Mar	Networking for Business Success	
Cairo	6 Mar 10 Mar	Modern Methods in Strategic Planning and Building Performance Indicators	
Madrid	7 Mar 11 Mar	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	

City	Date	Program	€TRAINING <b>PLAN 2022</b>
Amsterdam	7 Mar 11 Mar	Modern Methods in Strategic Planning and Building Performance Indicators	
Boston	7 Mar 11 Mar	Networking for Business Success	
KualaLumpur	13 Mar 17 Mar	Networking for Business Success	
London	14 Mar 18 Mar	Modern Methods in Strategic Planning and Building Performance Indicators	
Istanbul	20 Mar 24 Mar	Networking for Business Success	
Geneva	21 Mar 25 Mar	Modern Methods in Strategic Planning and Building Performance Indicators	
Tbilisi	21 Mar 25 Mar	Networking for Business Success	
Trabzon	21 Mar 25 Mar	Modern Methods in Strategic Planning and Building Performance Indicators	
Cairo	27 Mar 31 Mar	Networking for Business Success	
SharmEl-Sheikh	27 Mar 31 Mar	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Kuwait	27 Mar 31 Mar	Networking for Business Success	
Muscat	27 Mar 31 Mar	Networking for Business Success	
Dubai	3 Apr 7 Apr	Business Development Manager Skills for International Companies	
Istanbul	3 Apr 7 Apr	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Baku	4 Apr 8 Apr	Networking for Business Success	
Baku	4 Apr 8 Apr	Modern Methods in Strategic Planning and Building Performance Indicators	
Dubai	10 Apr 14 Apr	Business Development Manager Skills for International Companies	
SharmEl-Sheikh	10 Apr 14 Apr	Modern Methods in Strategic Planning and Building Performance Indicators	
Rome	11 Apr 15 Apr	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Istanbul	17 Apr 21 Apr	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Dubai	17 Apr 21 Apr	Modern Methods in Strategic Planning and Building Performance Indicators	
Amman	17 Apr 21 Apr	Networking for Business Success	
Casablanca	17 Apr 21 Apr	Networking for Business Success	
Trabzon	18 Apr 22 Apr	Networking for Business Success	
London	18 Apr 22 Apr	Networking for Business Success	
Dubai	24 Apr 28 Apr	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Amman	24 Apr 28 Apr	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Cairo	24 Apr 28 Apr	Modern Methods in Strategic Planning and Building Performance Indicators	
London	25 Apr 29 Apr	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Amsterdam	25 Apr 29 Apr	Business Development Manager Skills for International Companies	
Munich	25 Apr 29 Apr	Modern Methods in Strategic Planning and Building Performance Indicators	
Munich	25 Apr 29 Apr	Networking for Business Success	
Amman	1 May 5 May	Modern Methods in Strategic Planning and Building Performance Indicators	
Manama	1 May 5 May	Business Development Manager Skills for International Companies	
Paris	2 May 6 May	Networking for Business Success	
Boston	2 May 6 May	Modern Methods in Strategic Planning and Building Performance Indicators	
Tbilisi	2 May 6 May	Modern Methods in Strategic Planning and Building Performance Indicators	
Vienna	2 May 6 May	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Istanbul	8 May 12 May	Modern Methods in Strategic Planning and Building Performance Indicators	
KualaLumpur	15 May 19 May	Business Development Manager Skills for International Companies	
Amman	15 May 19 May	Networking for Business Success	

City	Date	Program	€TRAINING <b>PLAN 2022</b>
Cairo	15 May 19 May	Business Development Manager Skills for International Companies	
Rome	16 May 20 May	Networking for Business Success	
Barcelona	16 May 20 May	Business Development Manager Skills for International Companies	
Geneva	16 May 20 May	Networking for Business Success	
SharmEl-Sheikh	22 May 26 May	Networking for Business Success	
Amman	22 May 26 May	Business Development Manager Skills for International Companies	
Madrid	23 May 27 May	Networking for Business Success	
Trabzon	23 May 27 May	Modern Methods in Strategic Planning and Building Performance Indicators	
Kuwait	29 May 2 Jun	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Dubai	29 May 2 Jun	Networking for Business Success	
Baku	30 May 3 Jun	Business Development Manager Skills for International Companies	
Boston	30 May 3 Jun	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
London	30 May 3 Jun	Modern Methods in Strategic Planning and Building Performance Indicators	
London	30 May 3 Jun	Business Development Manager Skills for International Companies	
Madrid	30 May 3 Jun	Modern Methods in Strategic Planning and Building Performance Indicators	
Trabzon	6 Jun 10 Jun	Networking for Business Success	
KualaLumpur	12 Jun 16 Jun	Networking for Business Success	
KualaLumpur	12 Jun 16 Jun	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Cairo	12 Jun 16 Jun	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Paris	13 Jun 17 Jun	Modern Methods in Strategic Planning and Building Performance Indicators	
KualaLumpur	19 Jun 23 Jun	Modern Methods in Strategic Planning and Building Performance Indicators	
Istanbul	19 Jun 23 Jun	Business Development Manager Skills for International Companies	
Cairo	19 Jun 23 Jun	Networking for Business Success	
Amman	19 Jun 23 Jun	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Istanbul	26 Jun 30 Jun	Networking for Business Success	
Amman	3 Jul 7 Jul	Modern Methods in Strategic Planning and Building Performance Indicators	
Trabzon	4 Jul 8 Jul	Business Development Manager Skills for International Companies	
SharmEl-Sheikh	10 Jul 14 Jul	Business Development Manager Skills for International Companies	
SharmEl-Sheikh	10 Jul 14 Jul	Modern Methods in Strategic Planning and Building Performance Indicators	
KualaLumpur	10 Jul 14 Jul	Networking for Business Success	
Kuwait	10 Jul 14 Jul	Modern Methods in Strategic Planning and Building Performance Indicators	
Trabzon	11 Jul 15 Jul	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Baku	11 Jul 15 Jul	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Cairo	17 Jul 21 Jul	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
London	18 Jul 22 Jul	Modern Methods in Strategic Planning and Building Performance Indicators	
Lisbon	18 Jul 22 Jul	Modern Methods in Strategic Planning and Building Performance Indicators	
Tbilisi	25 Jul 29 Jul	Networking for Business Success	
Rome	25 Jul 29 Jul	Modern Methods in Strategic Planning and Building Performance Indicators	
Baku	25 Jul 29 Jul	Business Development Manager Skills for International Companies	
Tbilisi	1 Aug 5 Aug	Business Development Manager Skills for International Companies	

City	Date	Program	€TRAINING PLAN 2022
Dusseldorf	1 Aug 5 Aug	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
KualaLumpur	7 Aug 11 Aug	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Casablanca	7 Aug 11 Aug	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
KualaLumpur	7 Aug 11 Aug	Modern Methods in Strategic Planning and Building Performance Indicators	
Istanbul	7 Aug 11 Aug	Modern Methods in Strategic Planning and Building Performance Indicators	
KualaLumpur	7 Aug 11 Aug	Business Development Manager Skills for International Companies	
Boston	8 Aug 12 Aug	Networking for Business Success	
Amsterdam	8 Aug 12 Aug	Networking for Business Success	
Paris	8 Aug 12 Aug	Business Development Manager Skills for International Companies	
Istanbul	14 Aug 18 Aug	Business Development Manager Skills for International Companies	
Kuwait	14 Aug 18 Aug	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Baku	15 Aug 19 Aug	Modern Methods in Strategic Planning and Building Performance Indicators	
Boston	22 Aug 26 Aug	Modern Methods in Strategic Planning and Building Performance Indicators	
London	22 Aug 26 Aug	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
SharmEl-Sheikh	28 Aug 1 Sep	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Geneva	29 Aug 2 Sep	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Rome	29 Aug 2 Sep	Business Development Manager Skills for International Companies	
Istanbul	4 Sep 8 Sep	Networking for Business Success	
Muscat	4 Sep 8 Sep	Business Development Manager Skills for International Companies	
Manama	4 Sep 8 Sep	Business Development Manager Skills for International Companies	
Amman	4 Sep 8 Sep	Networking for Business Success	
Barcelona	5 Sep 9 Sep	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Vienna	5 Sep 9 Sep	Networking for Business Success	
Munich	5 Sep 9 Sep	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Amman	11 Sep 15 Sep	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
SharmEl-Sheikh	11 Sep 15 Sep	Modern Methods in Strategic Planning and Building Performance Indicators	
Muscat	11 Sep 15 Sep	Networking for Business Success	
Dusseldorf	12 Sep 16 Sep	Networking for Business Success	
London	12 Sep 16 Sep	Networking for Business Success	
Dubai	18 Sep 22 Sep	Networking for Business Success	
Dubai	18 Sep 22 Sep	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Cairo	18 Sep 22 Sep	Business Development Manager Skills for International Companies	
Trabzon	19 Sep 23 Sep	Modern Methods in Strategic Planning and Building Performance Indicators	
Trabzon	19 Sep 23 Sep	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Dubai	25 Sep 29 Sep	Business Development Manager Skills for International Companies	
Cairo	25 Sep 29 Sep	Networking for Business Success	
Barcelona	26 Sep 30 Sep	Modern Methods in Strategic Planning and Building Performance Indicators	
London	26 Sep 30 Sep	Business Development Manager Skills for International Companies	



City	Date	Program	€TRAINING PLAN 2022
Vienna	26 Sep 30 Sep	Modern Methods in Strategic Planning and Building Performance Indicators	
Cairo	2 Oct 6 Oct	Modern Methods in Strategic Planning and Building Performance Indicators	
Manama	2 Oct 6 Oct	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Milan	3 Oct 7 Oct	Modern Methods in Strategic Planning and Building Performance Indicators	
Cairo	9 Oct 13 Oct	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Dubai	9 Oct 13 Oct	Modern Methods in Strategic Planning and Building Performance Indicators	
Istanbul	9 Oct 13 Oct	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Casablanca	9 Oct 13 Oct	Modern Methods in Strategic Planning and Building Performance Indicators	
Dubai	9 Oct 13 Oct	Networking for Business Success	
Geneva	10 Oct 14 Oct	Business Development Manager Skills for International Companies	
Madrid	10 Oct 14 Oct	Business Development Manager Skills for International Companies	
KualaLumpur	16 Oct 20 Oct	Networking for Business Success	
Istanbul	16 Oct 20 Oct	Business Development Manager Skills for International Companies	
SharmEl-Sheikh	16 Oct 20 Oct	Networking for Business Success	
Amman	16 Oct 20 Oct	Business Development Manager Skills for International Companies	
London	17 Oct 21 Oct	Modern Methods in Strategic Planning and Building Performance Indicators	
Trabzon	17 Oct 21 Oct	Networking for Business Success	
Istanbul	23 Oct 27 Oct	Networking for Business Success	
Manama	23 Oct 27 Oct	Modern Methods in Strategic Planning and Building Performance Indicators	
KualaLumpur	30 Oct 3 Nov	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
SharmEl-Sheikh	30 Oct 3 Nov	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Paris	31 Oct 4 Nov	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Cairo	6 Nov 10 Nov	Networking for Business Success	
Muscat	6 Nov 10 Nov	Modern Methods in Strategic Planning and Building Performance Indicators	
Dubai	13 Nov 17 Nov	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Tbilisi	14 Nov 18 Nov	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
KualaLumpur	20 Nov 24 Nov	Modern Methods in Strategic Planning and Building Performance Indicators	
Muscat	20 Nov 24 Nov	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Dubai	20 Nov 24 Nov	Business Development Manager Skills for International Companies	
Istanbul	20 Nov 24 Nov	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Kuwait	20 Nov 24 Nov	Networking for Business Success	
Tbilisi	21 Nov 25 Nov	Modern Methods in Strategic Planning and Building Performance Indicators	
Lisbon	21 Nov 25 Nov	Business Development Manager Skills for International Companies	
Dusseldorf	21 Nov 25 Nov	Business Development Manager Skills for International Companies	
Kuwait	27 Nov 1 Dec	Business Development Manager Skills for International Companies	
Manama	27 Nov 1 Dec	Networking for Business Success	
Boston	28 Nov 2 Dec	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Trabzon	28 Nov 2 Dec	Business Development Manager Skills for International Companies	
Boston	28 Nov 2 Dec	Business Development Manager Skills for International Companies	

City	Date	Program	€TRAINING PLAN 2022
Cairo	4 Dec 8 Dec	Modern Methods in Strategic Planning and Building Performance Indicators	
Istanbul	4 Dec 8 Dec	Modern Methods in Strategic Planning and Building Performance Indicators	
Cairo	4 Dec 8 Dec	Business Development Manager Skills for International Companies	
SharmEl-Sheikh	4 Dec 8 Dec	Business Development Manager Skills for International Companies	
Amman	11 Dec 15 Dec	Modern Methods in Strategic Planning and Building Performance Indicators	
London	12 Dec 16 Dec	Business Development Manager Skills for International Companies	
Amsterdam	12 Dec 16 Dec	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
Dubai	18 Dec 22 Dec	Modern Methods in Strategic Planning and Building Performance Indicators	
London	19 Dec 23 Dec	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	
London	19 Dec 23 Dec	Networking for Business Success	
Milan	19 Dec 23 Dec	Networking for Business Success	
Dusseldorf	19 Dec 23 Dec	Modern Methods in Strategic Planning and Building Performance Indicators	
KualaLumpur	25 Dec 29 Dec	Business Development Manager Skills for International Companies	
Baku	26 Dec 30 Dec	Networking for Business Success	
Lisbon	26 Dec 30 Dec	Retailing Strategy and Management Skills for Successful Building Chain of Retail Outlets	