Entrepreneurship & Management Excellence Centre (EMEC)
Introduction

The Entrepreneurship & Management Excellence Center (EMEC) is the executive education wing of Institute of Business Management. EMEC is responsible for conducting specialized management training programs by closely working with its clients. It provides a wide range of open enrolment, customized training programs, post-graduate diploma and summer school. These programs are designed for professionals, business personnel and leaders from various public and private sector organizations who aspire to seek new perspectives and insights on Management Issues. These training programs are conducted by our distinct faculty members and leading industry scholars with research interests ranging from global business issues to local problems. Many of our trainers are leaders in their fields and bring in new knowledge and experiences in their sessions.

Initiatives by EMEC

- Trainings, Seminars and Conferences
- Lectures by Foreign Experts on Specialized Topics
- Collaboration with Relevant Organizations, Institutes and Associations
- Public & Private Partnerships Administration of Entrance Tests
- Advisory/Consultancy Services
- Entrepreneur Skills Development

Our Clientele

![Clientele Logos]

and more...
In order to bridge the gap between the actual and perceived market demand of organization’s most important resource, their people, EMEC employs a need assessment tool customized for each client. The Customized and effective need analysis would translate goals into realistic achievable target determining in what areas the training is needed with a clear outcome. This process helps EMEC develops customized training programs for its clients.

Open Enrolment Training

With an aim of enhancing your skills and understanding to achieve your organizational, personal development and career objective, EMEC offers wide range of training programs. We offer training in the areas of Management, Marketing, Human Resources, Information Technology, Finance and Accounting, Leadership, Supply Chain.
Past Trainings

Human Resource Management
- Executive Diploma in Human Resources
- Leading HR Change
- Developing Talent Management & Employer Branding Strategy
- Maximizing Return on Training
- Result Driven Performance Management
- Maximize your Sales Force Performance
- Recruitment, Interviewing and Selection
- Management of Contract / Outsourced Labour
- Competency Based People Management
- Compensation and Benefit Management
- New Approaches- Employer Branding and Talent Management
- Fundamentals of Effective Mentoring
- HR as Business Partner
- Management of Contract Labor
- Sindh Labour Laws & Updates

Sales and Marketing
- Diploma in CRM
- Competitive Advantages through Channel Management in FMCG
- Digital Marketing
- Ali Baba store selling
- Strategic Marketing Management
- Digital Marketing

Communication
- Assertive Communication for Managers
- Personal Branding Toolkit
- Business Report Writing
- Company Secretary: Master class

Banking & Finance
- Financial Modeling
- Block chain for Executives
- Pool Management and Profit Distribution
- Halal Audit for Halal Certification
Past Trainings

Leadership & Strategy
- Introduction to Design Thinking
- Developing Leadership Excellence
- Consultative Simulation Workshop on Value Innovation
- Aligning HR with Business Strategy
- Pedagogical Leadership Teaching Training
- Design thinking for Business Innovation
- Project Sizing & Costing
- Introduction to Systematic Reviews
- Impression Management
- Criticality and Risk Assessment
- Re-energizing Teams in a New Environment
- Teamwork Skills
- Leadership in Post Pandemic

Soft Skills
- Basic to Advanced Excel
- Advanced Excel & Dashboard Reporting
- Microsoft Power Pivot, Power Query and Power BI

Logistics & Supply Chain Management
- Supply Chain Excellence
- Asset Performance Management - using Blended Learning

Entrepreneurship
- Diploma in Tech Entrepreneurship
- Creative Digital Art Skills for Business Start-ups
Training Facilities

Training Room (Capacity 85)
Training Facilities

Auditorium (Capacity 180)
Training Facilities

Breakout Rooms (Quantity 4 – Capacity 6 to 8 each)
Training Facilities

Trainers Lounge – with one PC, Sofa, Office Desk & Dining Tables and Chairs

Dinning Lounge – Capacity up to 75 persons Buffet Self-Serving Style
Training Facilities Description

1. A semicircular u-shape Lecture Theatre with a capacity of 85 persons equipped with microphones/speakers on individual desks, BenQ flat-panel interactive touch screen (android based) for sharing whiteboard and other contents with the audience.
2. Flexibility with room layout with plenty of space to move around for games and activities.
3. Fully air-conditioned training rooms with a backup power supply.
4. Good acoustics and soundproofing.
5. Participant breakout spaces with Mira-cast-based smart screens and flip chart boards.
7. Location – easy to find on a map, convenient location with access to public transport.
8. Ample and secured on-campus parking.
9. Trainers Lounge for use of office staff and trainers.
10. Wireless Internet access.
11. Photocopying/printing/ email on-demand from USB.

Contact Team EMEC, IoBM

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