

Workshop on

LEADERSHIP AND MANAGERIAL SKILLS FOR PHARMACEUTICAL PROFESSIONALS

Working in the pharmaceutical industries has become increasingly challenging and fast moving. This course makes extensive use of interactive discussions, non-threatening psychometrics, and stimulating pharmaceutical industry case studies. Previously, excellence in technical areas would have guaranteed a successful career. Now, to develop and even sustain your career you will almost certainly need to build your leadership skills to perform in your existing role or gain promotion. As companies turn more towards team working, both in departmental and multi-functional teams, to maximize an organization's performance, employers are looking for people who can genuinely lead their staff, departments, projects and organizations to success.

What topics will be covered?

- Understanding leadership and Managerial Skills;
- Developing leadership style including Managerial skills by DISC;
- Charismatic Leadership;
- Enhancing communication by influencing principles;
- Motivating others to align with the vision;
- How to be a good leader and manager;
- Wrong Leadership and Managerial Habits.



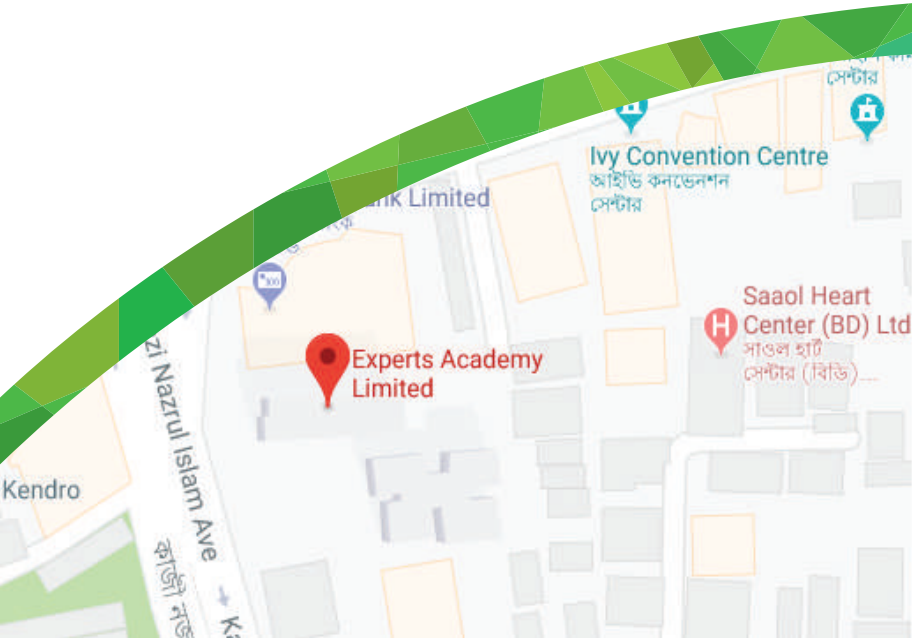
Course Duration:
1/2 Days

Course Fee:
BDT 4,000.00 /
BDT 7,000.00

Who can attend ?

This course, designed specifically for the pharmaceutical, healthcare industries, will be relevant for existing leaders and managers who wish to enhance their leadership skills to a higher level as well as those new to or aspiring to a leadership/ management role. This includes:

- Team leaders and managers (First line and mid level managers);
- Managers who have received little of no formal leadership training;
- Anyone who wants to develop leadership skills to achieve greater success;



In Partnership With
FUTURE ICON

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*Conditions apply

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Training for

Pharma Sector

EXPERTS

A C A D E M Y

We are committed to provide international standard trainings here in Bangladesh. We intend to make our institute the centre point for trainers and trainees.

Though we are located in the heart of the city - Bangla Motor, Dhaka but we are capable enough to conduct training anywhere in Bangladesh. We are here to develop highly qualified and committed professionals to play a leading role in the sustainable development of the country's economy. It is time for us to go beyond.

Foundation Training for

MPO

Duration
5, 10 or 15 days.

Course Fee
Negotiable

What will you achieve ?

This foundation training will introduce you to the core concepts of what makes an excellent MPO in the context of the pharmaceutical industry and how to apply the different skills of selling to achieve target.

What topics will be covered?

- Human body system
- Elaborately know drugs and medicine (MOA, Indication, Dosage guideline etc.)
- The art of Detailing (N.B. Company's product wise)
- Knowing the customer behavior
- The art of Selling

Who Can Attend?
Fresh MPO



Workshop on ADVANCED PHARMA SELLING TECHNIQUES



Workshop on EFFECTIVE PRESENTATION AND COMMUNICATION TECHNIQUES



Course Duration:
1/2 Days
Course Fee:
BDT 4,000.00 / 7,000.00

Healthcare and pharmaceutical sales are unlike any other industry. You're often selling to time-strapped, highly intelligent buyers in a professional setting. Healthcare and pharmaceutical companies are constantly developing new products, which representatives have to get familiar with continuously, and this is prerequisite to pharma sales. Sellers have to have an aptitude for science and stay on top of what's going on in the medical field.

Advanced Pharma Selling Techniques will help the participants change their behaviors for pharmaceutical industry that will result in their success. Using research based concepts; they will learn to influence their customers, i.e. doctors, medicine shop owners and so forth to have continuous growth in sales. This will result in relationship building that will support sales professionals in creating mutually-beneficial sales strategies for winning new business and growing existing business. This workshop will teach advanced-level selling techniques based on world class research and concepts. Our workshop aims at involving all participants in learning and will ensure they apply their learning in their professional life effectively.

Course Duration:
Day long

Course Fee:
BDT 4,000.00

Who can attend ?

- Pharmaceuticals sales professionals. (Preferable for first line and mid level manager)
- Any healthcare sales and marketing professionals.
- Anyone aspiring to develop their Selling techniques

What topics will be covered?

- Knowing Customer Behavior;
- Influencing Customer by authentic manner;
- Charismatic Salesperson in Pharma Sector;
- Charismatic Presentation skill / Sales Call;
- Accomplish sales target;
- Dynamic negotiation techniques and overcoming difficult situations;



This energetic training program focuses on the most essential presentation and communication skills needed for the challenging and competitive working environment of today.

An effective presentation aims to change the audience and get them to think or act differently by truly engaging them with a clear focused message, logical arguments and compelling visuals combined with a passionate delivery that evokes emotions.

It starts off with a fun exercises that will put the listening skills of your class participants to the test and lay the ground for many of the concepts throughout the program. From active listening to properly utilizing the power of questions and using language that engages others. Participants will learn a communication model that will enable them to communicate more clearly, confidently and effectively, build better rapport and improve their overall communication with others.

An effective presentation aims to change the audience and get them to think or act differently by truly engaging them with a clear focused message, logical arguments and compelling visuals combined with a passionate delivery that evokes emotions.

What topics will be covered?

- How well do you deliver presentation?
- How well do you communicate?
- Rapport & Understanding non-verbal communication;
- Delivering your presentation;
- Knowing the customer behavior.

Who can attend ?

This course, designed specifically for the pharmaceutical, healthcare and device industries, will be relevant for existing leaders and managers who wish to enhance their Presentation and communication skills. This includes:

- Team leaders and managers (First line and mid level managers);
- Managers who have received little of no formal communication and presentation training;
- Anyone who wants to develop Presentation and communication skills to achieve greater success.

Inspirational Session on THE CHOSEN ONE

The Chosen One is a two hour Motivational Talk which is based on the words of Sir William Shakespeare. Once we can realize that this world is a stage and we are performing on it, it helps us to give our best.

As Tahir Raj Bhasin the villain from the movie, Mardani had said that "I was selected from a group of 100 boys and I had to go and give my best shot." This is exactly what this talk aims at that is all of us are selected after a lot of competition and once we get selected we need to give our best.



What topics will be covered?

- How do you leave a mark in your work?
- How do you become an example for others?
- How your role can transform yourself, your family, company and the world around you?
- Visualization of the self.
- How your role can transform your family?
- Mindset and attitude required to be successful.
- People who use opportunities are the ones who change their lives.
- Who will cry when you die?
- Gratitude gives you the confidence to succeed.

Course Duration:
3 hours
Course Fee: Negotiable

What will you achieve ?

- Get motivated to perform at the highest level;
- Understanding that you don't work only to earn your living, but to create a mark in the world around you;
- To develop the attitude of a winner.

Anyone who wants to develop self confidence to achieve greater success.

More Courses

- 01 The Secret of Negotiation skills.
- 02 Experts in Decision Making skills
- 03 The art of delivering customer happiness
- 04 The secret of communication skills
- 05 Making one team one mission by team building
- 06 Leadership Excellence: Motivating others to align with the vision

... & many more !

****We also provide customized training programs for our clients...**

