



# Executive Development Courses

Upskilling and Reskilling Programmes for Aspiring Business Leaders

January-June 2026

## BUSINESS MANAGEMENT

Course Title	Trainer	Jan	Feb	Mar	Apr	May	Jun
A Practical Approach To Drafting And Vetting Procurement Agreements	David Shanmugam	28			14		
A Practical Approach To Drafting And Vetting Service Level Agreements	David Shanmugam	29			28		
A Practical Approach To Drafting And Vetting Tenancy Agreements	David Shanmugam					21-22	
A Practical Approach To Understanding Anti-Corruption And Bribery Issues And Including Ethical Governance And Implementation Issues	David Shanmugam		26				24
Business Law Essentials For Non-Legal Professionals	Chong Mae Shan	14-15		4-5		13-14	
Contract Basics - Essential Knowledge And Practical Tips For Business Professionals	Chong Mae Shan	29			9	20	
Corporate Strategies And Skills For Business Development	Stanis Benjamin / Ho Tan Whai Aun			11			25
Data Protection Essentials For Non-Legal Professionals	Chong Mae Shan				15		10
Drafting, Vetting And Negotiating Partnership, Collaboration Investment Agreements	David Shanmugam		27				26
Drafting, Vetting International Contracts And Contract Administration	David Shanmugam	30			30		30
Joint Ventures Unlocked: Governance, Risks And Success Factors	Chong Mae Shan		4		22		
The Art Of Recovering Bad Debts	David Shanmugam			30		8	
Understanding Contract Law And Its Principles For Non-Legal Professionals	David Shanmugam			23-24		14-15	
Understanding Contract Law Terms And Its Application To Commercial Agreements	David Shanmugam			2-3		4-5	

## SALES

Course Title	Trainer	Jan	Feb	Mar	Apr	May	Jun
Analysing Customer Behaviour And Body Language	Shankar G / Stanis Benjamin			10			24
Art Of Starting Sales Conversations	Stanis Benjamin / Jace Chew			4			4
Breaking Sales Performance Barriers	Stanis Benjamin / Shankar G	13			10		
Clowning As An Engagement Technique To Build Effective Teams	Shanice Stanislaus				1		
Consultative Selling Skills - Module 1	Stanis Benjamin / Graham Carter	14			15		
Cross Selling Techniques To Drive Higher Revenue And Profits	Stanis Benjamin / Ho Tan Whai Aun		6			13	
Developing An Actionable Strategic Sales Plan	Cecilia Sim	12-13			6-7		

## SALES

Course Title	Trainer	Jan	Feb	Mar	Apr	May	Jun
Developing An Effective Sales Training And Coaching Program - Module 1	Stanis Benjamin / Ho Tan Whai Aun			26			26
Developing Effective Sales Managers - Module 1	Stanis Benjamin / Shankar G		27			29	
Effective Sales Leadership And Management For Peak Performance	Cecilia Sim			12-13			18-19
Effective Sales Negotiation For Long-Term Profitable Business Relationship	Cecilia Sim		2-3			4-5	
Effective Selling Skills For Maximum Results	Cecilia Sim	15-16		30-31			
Engaging Your Audience With Humour	Stanis Benjamin / Shanice Stanislaus				2		
From Prospect to Partner: Essential Sales And Marketing Skills	Tina McDowell			2-3			8-9
From Transaction To Partnership: Managing And Engaging Distributors Effectively	Tina McDowell		2-3			25-26	
Increasing Sales Capabilities And Competencies	Stanis Benjamin / Clare Lim			9			10
Increasing Sales Productivity And Performance	Stanis Benjamin / Ho-Tan Whai Aun	6			7		
Inside Sales Strategies And Skills	Ng Ping Ping / Jace Chew	23			23		
Key Account Selling And Management	Cecilia Sim				9-10		25-26
Managing Sales Objections And Obstacles	Stanis Benjamin		12			12	
Methods Of Persuasion: Secret To Get More 'Yes' From Others	Tylus Lim	5				21	
Negotiation Skills For Sales And Marketing Professionals - Module 1	Stanis Benjamin / Ho-Tan Whai Aun	7			8		
Onboarding New Sales Professionals - Training Techniques	Stanis Benjamin / Clare Lim		25			27	
Sales Coaching And Mentoring For Sales Team Performance And Retention	Cecilia Sim		5-6			7-8	
Sales Coaching Skills For Managers And Leaders - Module 1	Stanis Benjamin / Alan Phua		26			28	
Sales Negotiations And Persuasion Techniques	Stanis Benjamin / Ho Tan Whai Aun			12-13			11-12
Solution Sales Strategies And Skills - Module 1	Stanis Benjamin / Ho-Tan Whai Aun		4			6	
Strategies To Differentiating Your Sales Process	Stanis Benjamin / Clare Lim			27			23
Techniques To Closing Sales	Stanis Benjamin / Shankar G		5			7	
Winning Sales Pitches & Presentations that Drive Conversions – Module 1	Stanis Benjamin / Clare Lim	9			3		

## LEADERSHIP

Course Title	Trainer	Jan	Feb	Mar	Apr	May	Jun
Leading For The First Time: Building Confidence And Credibility	Tina McDowell		9-10				8-9
Measuring What Matters: Effective KPI Design For Job Development And Career Progression	Tina McDowell		25-26			4-5	
New Managers, New Leaders Bootcamp	Raymond Thomas	22-23		26-27		21-22	
Personal Leadership – Motivating Self And Others To Achieve Peak Performance	Stanis Benjamin / Shankar G			6			3

## SERVICE EXCELLENCE

Course Title	Trainer	Jan	Feb	Mar	Apr	May	Jun
Effective Telephone Techniques	Ng Ping Ping / Jace Chew	22					
Enhancing Customer Service	James Suresh	22		26		19	
Managing Customer Expectations For Frontline Professionals	Stanis Benjamin / Jace Chew		13			14	
Managing Difficult Customers Professionally	James Suresh	20	24		16		15
Managing Difficult Customers Professionally	Samantha Sim	26				25	
Writing To Customer Feedback And Complaints With Empathy And Tact	Samantha Sim	29-30				28-29	

## COMMUNICATIONS

Course Title	Trainer	Jan	Feb	Mar	Apr	May	Jun
Building Stronger Customer Relationships	Stanis Benjamin / Jace Chew			16			11
Connecting With Customers - Rapport And Relationship Building Techniques	Stanis Benjamin / Jace Chew	8			9		
Creative Thinking, Innovation And Problem Solving	James Suresh	26	19	18	20	13	19
Driving Critical Skills And Habits For Personal And Professional Effectiveness	Cecilia Sim	29-30		26-27			22-23
Effective Technical Presentation	Samantha Sim						1-2
How Corporate Communication Works Effectively For You	Rowena Lim	22-23	9-10	19-20	9-10	14-15	22-23
Internal Communication Strategies - From Employee To Brand Champion	Rowena Lim	28-29	2-3	16-17	13-14	21-22	29-30
Persuasive Presentation Skills	Samantha Sim			2-3			
Speak With Confidence For Personal And Professional Success	Stanis Benjamin/ Jace Chew			5			5
Stakeholder Relationship Management	Rowena Lim	19-20	5-6	24-25	16-17	18-19	25-26
Workplace Interpersonal Skills	Cecilia Sim	26-27		23-24			15-16

## MARKETING

Course Title	Trainer	Jan	Feb	Mar	Apr	May	Jun
Advanced Marketing Strategies - Driving Business Growth And Sustainability	Cecilia Sim		9-10		16-17		
AI-Powered Digital Marketing: A 1-Day Hands-On Workshop	Pek Sek-Kiat	16	23	20	17	22	
Creating Competitive Differentiators	Stanis Benjamin / Ho Tan Whai Aun		9			8	
Developing A Strategic Marketing Plan	Cecilia Sim		12-13		13-14		
Future-Proof Your Business: AI Tools And Strategies For Success	Pek Sek-Kiat	16	23	20	17	22	
Integrated Digital Marketing With AI Masterclass	Ivan Wong	8-9	5-6	5-6	9-10	14-15	4-5
Marketing By Design: Planning Your Plan For Measurable Impact	Tina McDowell	26-27			6-7		
Neuromarketing Bootcamp - Activating The "Buy Mode" In Your Customer's Brain	Tylus Lim	22-23			13-14		
Persuasive Writing - How To Influence People With What You Write	Tylus Lim		2				15
Unconventional And Creative Marketing Strategies That Get Results	Tylus Lim			9-10			29-30

## PERSONAL EFFECTIVENESS

Course Title	Trainer	Jan	Feb	Mar	Apr	May	Jun
Change Management For Individuals And Organizations	James Suresh		27		14		11
Developing Critical Thinking And Reasoning	Asnah Ahmad	28			15	6	
Effective Communication And Conflict Management	Asnah Ahmad		4			13	
Giving Effective Feedback	Asnah Ahmad				8	20	
Stress Management For Working Professionals	James Suresh			23		21	17
Time And Stress Management	Samantha Sim	27				26	



**Creating Marketers, Connecting Marketers.**

#### CONTACT US

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