

MARKETING

- SEPT 19-20 3rd Consumer Behavior and Psychology in Marketing**
by ChiquiEscareal-Go
- OCT 1 14th Social Media Marketing**
by Donald Lim
- OCT 17-18 3rd New Product Development and Launch**
by Chay Cruel
- OCT 22-23 76th Fundamentals of Marketing for New Marketing and Non-Marketing Professionals**
by ChiquiEscareal-Go

SALES AND NEGOTIATION

- AUG 1-2 2nd Fundamentals of Trade Marketing**
by Emilio Macasaet III
- AUG 2 5th Marketing-Oriented Selling**
by ChiquiEscareal-Go
- SEPT 5-6 65th Effective Tactical Negotiation**
by Rowen Untivero
- OCT 10-11 14th Superior Selling Science and Mechanics**
by Rowen Untivero
- NOV 7-8 29th Negotiation Strategies and Secrets**
by Rowen Untivero
- NOV 15 2nd Systematic Handling of Selling Obstacles**
by Rowen Untivero
- DEC 5-6 72nd From Selling to Managing**
by Rowen Untivero

SALES MANAGEMENT

- AUG 8-9 2nd Strategic Account Development and Management for B2B**
by Rowen Untivero
- AUG 22-23 2nd Advanced Distributor Management**
by Emilio Macasaet III
- SEPT 3-4 16th Advanced Key Account Management**
by Emilio Macasaet III
- OCT 3-4 2nd Sales Management: Leadership Strategies and Styles**
by Rowen Untivero
- OCT 15-16 14th Advanced Trade Marketing**
by Emilio Macasaet III
- NOV 7-8 2nd Category Management**
by Emilio Macasaet III



MANSMITH 2019 MARKETING & SALES TRAINING CALENDAR

NOV 14-15 6th Channel Design and Management
by Emilio Macasaet III

DEC 3-4 19th Emilio Macasaet III's Distributor Management

DEC 12-13 3rd Strategic Account Development and Management for B2B
by Rowen Untivero

STRATEGY

AUG 6 13th Viral Marketing
by Donald Lim

SEPT 24-25 3rd Strategic Planning: Roadmapping Your Future
by Malu Dy Buncio

OCT 8-9 102nd Josiah Go's Marketing Strategy and Plans

NOV 12-13 6th 5 Skills of Master Strategists
by Josiah Go

NOV 19-20 23rd Strategic Marketing: 24 MBA Analytical Tools
by Chiqui Escareal-Go

DEC 10-11 22nd Digital Marketing Plan
by Donald Lim

DEC 18-19 44th Marketing and Sales Implementation
by Chiqui Escareal-Go

INNOVATION

AUG 7 An Introduction to Service Innovation
by Chiqui Escareal-Go

AUG 15-16 35th Market-Driving Strategies
by Josiah Go

SEPT 17-18 3rd Marketing Innovation: Developing Winning Marketing Mix Alternatives
by Josiah Go

UPCOMING CONFERENCE

OCT 29 14th Young Market Masters Summit

FOR INQUIRIES AND REGISTRATION

Call Jessica or Delcy at (02) 722-2318 / 0922-875-1231 / 0917-626-0724



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