

Executive Development Courses

Upskilling and Reskilling Programmes for Aspiring Business Leaders

July-December 2026

BUSINESS MANAGEMENT

Course Title	Trainer	Jul	Aug	Sep	Oct	Nov	Dec
A Practical Approach to Drafting Vetting and Procurement Agreements	David Shamnugam	14	28		2		7
A Practical Approach to Drafting and Vetting Service Level Agreements	David Shamnugam		24	29		13	8
A Practical Approach to Drafting & Vetting Tenancy Agreements	David Shamnugam	28-29	24-25		28-29		1-2
Contract Basics - Essential Knowledge and Practical Tips for Business Professionals	Chong Mae Shan	29		23		4	
Corporate Strategies and Skills For Business Development	Stanis Benjamin / Alan Phua			25			15
Data Protection Essentials for Non-Legal Professionals	Chong Mae Shan		12		21		9
Drafting, Vetting and Negotiating Partnership, Collaboration Investment Agreements	David Shamnugam	10	31		1		3
Drafting, Vetting International Contracts and Contract Administration	David Shamnugam	27		2		3	
Joint Ventures Unlocked - Governance, Risks and Success Factors	Chong Mae Shan						
Mergers & Acquisitions Essentials: A Practical Guide for Business Professionals	Chong Mae Shan						
The Art of Recovering Bad Debts and Credit Management	David Shamnugam		17	30		3	
Understanding Contract Law Terms and Its Application to Commercial Agreements	David Shamnugam		20-21		13-14	9-10	
Understanding Contract Law & Its Principles for Non-Legal Professionals	David Shamnugam	30-31		29-30	26-27	23-24	

SALES

Course Title	Trainer	Jul	Aug	Sep	Oct	Nov	Dec
Analysing Customer Behaviour And Body Language	Shankar G / Stanis Benjamin			24			18
Art of Starting Sales Conversations*	Stanis Benjamin / Clare Lim			4			4
Breaking Sales Performance Barriers	Stanis Benjamin / Shankar G	6			5		
Clowning As An Engagement Technique To Build Effective Teams	Shanice Stanislaus				15		
Consultative Selling Skills- Module 1	Stanis Benjamin / Alan Phua	8			8		
Cross Selling Techniques to Drive Higher Revenue & Profits	Stanis Benjamin / Ho Tan Whai Aun		13			13	
Developing an actionable strategic sales plan	Cecilia Sim						
Developing An Effective Sales Training and Coaching Program- Module1	Stanis Benjamin / Ho Tan Whai Aun			22			16
Developing Effective Sales Managers- Module 1	Stanis Benjamin / Shankar G		27			26	

SALES

Course Title	Trainer	Jul	Aug	Sep	Oct	Nov	Dec
Effective Sales Leadership and Management for Peak Performance	Cecilia Sim	6-7		3-4			10-11
Effective Sales Negotiation for Long-Term Profitable Business Relationship	Cecilia Sim						
Effective Selling Skills for Maximum Results	Cecilia Sim	2-3			1-2		
Engaging Your Audience With Humour	Stanis Benjamin / Shanice Stanislaus				6		
From Prospect to Partner: Essential Sales & Marketing Skills	Tina McDowell			7-8			3-4
Increasing Sales Capabilities and Competencies	Stanis Benjamin / Clare Lim			1			1
Increasing Sales Productivity & Performance	Stanis Benjamin / Ho Tan Whai Aun	3			1		
Inside Sales Strategies & Skills	Stanis Benjamin / Ng Ping Ping	23			23		
Key Account Selling and Management	Cecilia Sim			1-2			3-4
Managing Sales Objections and Obstacles	Stanis Benjamin		3			3	
Methods Of Persuasion: Secret to Get More 'Yes' From Others	Tylus Lim						
Negotiation Skills for Sales & Marketing Professionals -Module 1	Stanis Benjamin / Ho Tan Whai Aun	2			2		
Onboarding New Sales Professionals-Training Techniques	Stanis Benjamin / Alan Phua		26			25	
Sales Coaching and Mentoring for Sales Team Performance and Retention	Cecilia Sim		3-4			5-6	
Sales Coaching Skills For Managers and Leaders-Module-1	Stanis Benjamin / Alan Phua		28			27	
Sales Negotiations and Persuasion Techniques	Stanis Benjamin / Ho Tan Whai Aun			29-30			9-10
Solution Sales Strategies & Skills-Module 1	Stanis Benjamin / Ho Tan Whai Aun		6			6	
Strategies To Differentiating Your Sales Process	Stanis Benjamin / Clare Lim			21			17
Techniques to Closing Sales	Stanis Benjamin / Shankar G		7			5	
Transaction to Partnership: Managing & Engaging Distributors Effectively	Tina McDowell		24-25			16-17	
Winning Sales Pitches & Presentations that Drive Conversions- Module 1	Stanis Benjamin / Clare Lim	10			9		

LEADERSHIP

Course Title	Trainer	Jul	Aug	Sep	Oct	Nov	Dec
Be Ready for Personal and Professional Change Management	Cecilia Sim			7-8			
Leading for the First Time: Building Confidence and Credibility	Tina McDowell	6-7		28-29			
Measuring What Matters: Effective KPI Design for Job Development & Career Progression	Tina McDowell	27-28			7-8		
New Manager New Leader Bootcamp	Raymond Thomas	16-17			8-9		
Personal Leadership-Motivating Self and Others	Stanis Benjamin / Shankar G			2			2

SERVICE EXCELLENCE

Course Title	Trainer	Jul	Aug	Sep	Oct	Nov	Dec
Effective Telephone Techniques	Stanis Benjamin / Ng Ping Ping	22			22		
Enhancing Customer Service	James Suresh		17		9		9
Managing Customer Expectations for Frontline Professionals	Stanis Benjamin / Clare Lim		14			12	
Managing Difficult Customers Professionally	James Suresh		18		14		14
Managing Difficult Customers Professionally	Samantha Sim	31			2		
Writing to Customer Feedback & Complaints with Empathy & Tact	Samantha Sim		6-7				

COMMUNICATIONS

Course Title	Trainer	Jul	Aug	Sep	Oct	Nov	Dec
Building Stronger Customer Relationships	Stanis Benjamin / Evalina Lim			7			7
Connecting With Customers- Rapport and Relationship Building Techniques	Stanis Benjamin / Clare Lim	9			9		
Creative Thinking, Innovation and Problem Solving	James Suresh	13		18		19	
Developing Influencing Skills to Achieve Successful Outcomes	Cecilia Sim		20-21				
Effective Technical Presentation	Samantha Sim		10-11				
How Corporate Communication Works Effectively For You	Rowena Lim	1-2		9-10		4-5	
Internal Communication Strategies - From Employee to Brand Champion	Rowena Lim		12-13		15-16		9-10
Persuasive Presentation Skills	Samantha Sim				5-6		
Speak with Confidence for Personal & Professional Success	Stanis Benjamin / Clare Lim			3			3
Stakeholder Relationship Management	Rowena Lim	8-9	3-4	23-24	1-2	18-19	1-2
Workplace Interpersonal Skills	Cecilia Sim		13-14				8-9

MARKETING

Course Title	Trainer	Jul	Aug	Sep	Oct	Nov	Dec
Advanced Marketing Strategies - Driving Business Growth & Sustainability	Cecilia Sim		5-6			3-4	
AI Content Creation & Marketing for Leads and Sales	Tylus Lim	24			16		
AI-Powered Digital Marketing: A 1-Day Hands-On Workshop	Pek Sek-Kiat					13	
Creating Competitive Differentiators	Stanis Benjamin / Ho Tan Whai Aun		5			4	
Developing A Strategic Marketing Plan	Cecilia Sim	13-14			15-16		
Effective Marketing Strategies	Cecilia Sim	9-10			8-9		
Future-Proof Your Business: AI Tools & Strategies for Success	Pek Sek-Kiat			15			
Integrated Digital Marketing with AI Masterclass	Ivan Wong						
Marketing by Design: Planning Your Plan for Measurable Impact	Tina McDowell		3-4			19-20	
Neuromarketing Bootcamp : Activating the “Buy Mode” in Your Customer’s Brain	Tylus Lim			28-29			21-22
Persuasive Writing - How to Influence People With What you Write	Tylus Lim						
Unconventional & Creative Marketing Strategies That Get Results	Tylus Lim		20-21			2-3	

PERSONAL EFFECTIVENESS

Course Title	Trainer	Jul	Aug	Sep	Oct	Nov	Dec
Change Management for Individuals and Organizations	James Suresh	8		17		5	
Developing Critical Thinking & Reasoning	Asnah Ahmad			2			
Driving Critical Skills and Habits for Personal and Professional Effectiveness	Cecilia Sim			10-11			1-2
Effective Communication & Conflict Management	Asnah Ahmad			9	14		
Giving Effective Feedback	Asnah Ahmad			11	16		
Stress Management for Working Professionals	James Suresh	14		21		11	
Time & Stress Management	Samantha Sim	30			1		



Creating Marketers, Connecting Marketers.

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