

BERVIDSON

2020



BERVIDSON GROUP
Training Calendar



TRAINING CALENDAR for YEAR 2020

SALES MANAGEMENT WORKSHOPS			
WORKSHOP	Duration	Fee (N)	Date
Basic Marketing Skills	1 Day	55,000	January 14
Smart Selling Skills	1 Day	55,000	January 21
Business Development	1 Day	55,000	January 28
Sales Prospecting for Optimal Result	1 Day	55,000	February 11
Win-Win Negotiating Skills	1 Day	55,000	March 17
Brand Management	1 Day	55,000	March 19
Managing Sales Team for Peak Performance	1 Day	55,000	April 23
Consultative Selling Skills	1 Day	55,000	May 7
Business Process Improvement	1 Day	55,000	May 28
Sales Call Planning and Execution	1 Day	55,000	June 11
Sales Closing for Maximum Success	1 Day	55,000	July 21
Strategic Account Management	2 Days	110,000	August 11 & 12
Negotiating in Strategic Relationship	1 Day	55,000	September 3
Sales Management	2 Days	110,000	September 22 & 23
Objection Handling Techniques – From No to Yes!	1 Day	55,000	October 6
Advanced Negotiation Skills	1 Day	65,000	November 17

Training Venue:

Bervidson Training Centre: 3B, Hakeem Dickson, Lekki Phase 1, Lagos.

Please Note:

All Training Are Also Available As In-company Training Programs & Can Be Customized.

For details about any or all of the workshop please visit:

www.bervidson.com and click “Programs” on the Menu Bar.

Contant:

+234 | 291 7328, +234 803 343 4776, Info@bervidson.com



TRAINING CALENDAR for YEAR 2020

CUSTOMER SERVICE & EXPERIENCE MANAGEMENT WORKSHOPS

WORKSHOP	Duration	Fee (N)	Date
Building a Winning Service Culture	2 Days	110,000	January 22 & 23
Dealing with Difficult Customers	1 Day	55,000	February 25
Service Leadership	2 Days	110,000	April 15 & 16
Customer Service Excellence	1 Day	55,000	May 12
Developing Engaged & Advocate Customers	1 Day	55,000	June 9
Smart Customer Service Skills	1 Day	55,000	July 7
Achieving Superior Service	1 Day	55,000	August 18
Customer Experience Management	1 Day	55,000	September 10

LEADERSHIP DEVELOPMENT WORKSHOPS

Managerial Skills	1 Day	55,000	January 15
Leadership Development	1 Day	55,000	February 6
Succession planning	1 Day	55,000	March 12
Effective Communication Skills & Strategies	1 Day	55,000	April 1
Relationship Management	1 Day	55,000	April 2
Coaching Skills for Optimal Performance	1 Day	55,000	April 21
Managing Meetings for Higher Productivity	1 Day	55,000	May 13
Delegation Skills for Higher Productivity	1 Day	55,000	May 14
People Management Skills	1 Day	55,000	June 4
Effective Performance Management	1 Day	55,000	July 23
Advanced Coaching skill	1 Day	55,000	August 20
Mentoring for Employee Engagement & Retention	1 Day	55,000	October 13
Change Management	1 Day	55,000	November 19



TRAINING CALENDAR for YEAR 2020

GENERAL WORKSHOPS			
WORKSHOP	Duration	Fee (N)	Date
Basic Accounting & Finance for Non-professionals	2 Days	110,000	March 25 & 26
Essentials for Budgeting for Non-Professionals	2 Days	110,000	April 28 & 29
Smart Presentation Skills	1 Day	55,000	May 19
Basic Word, Excel & Powerpoint	1 Day	55,000	May 26
Stress Management	1 Day	55,000	July 2
Cash flow Management for Non-Professionals	2 Days	110,000	July 15 & 16
Anger Management	1 Day	55,000	August 6
Problem Solving & Decision Making Skills	1 Day	55,000	August 25
Questioning & Listening Skills	1 Day	55,000	September 8
Effective Time Management	1 Day	55,000	September 29
Conflict Management & Issue Resolution	1 Day	55,000	October 8
Analyzing Financial Statements for Non-Professionals	2 Days	110,000	October 20 & 21
Training Need Assessment	1 Day	55,000	November 12
Managing Office Politics	1 Day	55,000	December 1
Train the Trainer	2 Days	110,000	December 9 & 10
Budget & Financial Management	2 Days	110,000	December 15 & 16

ROUNDTABLES & CONFERENCES			
The Retail Roundtable (TRR)	1 Day	50,000	Quarterly
The Retail Leaders Conference (TRLIC)	1 Day	100,000	June 25, 2020
Nigeria SME Festival (NSF)	2 Days	TBA	October 2020

Training Venue:
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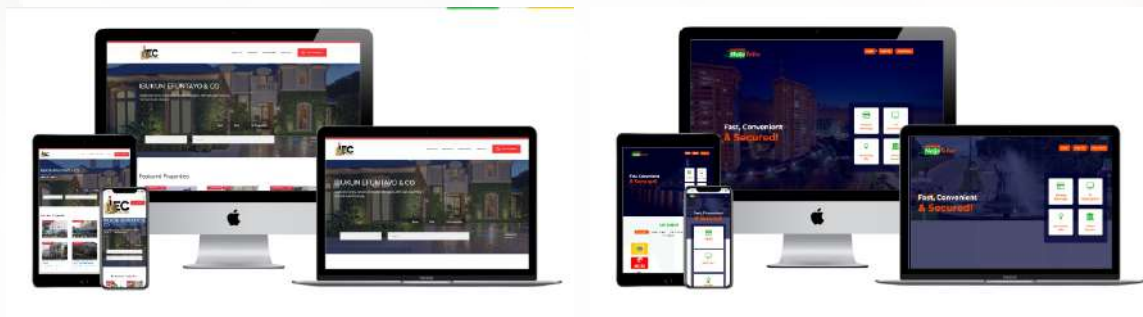
Contacts: +234 1 291 7328, +234 803 343 4776, Info@bervidson.com

Conference Venue:
TRLIC: Eko Hotel & Suites, Victoria Island, Lagos.
TRR: Lagos Continental Hotel, Victoria Island, Lagos.
NSF: TBA



MARKETING SUPPORT SERVICES

•**Web Development** - Increase the interaction between your brand and your customers via a purposeful and responsive website with an intelligent user interface and user experience.



•**Digital Marketing** - Digital marketing strategy and execution to put your brand in its best light for increased engagement and maximum ROI.



•**Branding & Corporate Identity** - Promote your brand, products and services with stunning corporate branding and identity designs and presentations that enhances the confidence of both potential and existing clients.



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ABOUT BERVIDSON GROUP

Bervidson is a leading retail & brand consulting, training and development group in Nigeria and convener of leading retail and SME conferences in Nigeria – The Retail Leaders Conference, The Retail Roundtable and SME Festival. The Group is also the promoter of the Retail Academy, the only retail school in Nigeria.

- Our goal is to help organizations maximize performance, drive growth and success through our industry specific products and services such as workshops, seminars, conferences, roundtables, exhibitions, information services and more. And we have been supporting with great success in Nigeria and Ghana since 2013.

Our programs and events draws participation from retail, FMCG & other manufacturing, banking & other financial institutions, telecom, other services as well as government, international institutions and diplomatic missions in Nigeria.

OUR SERVICES

CONSULTING SERVICES

Business Start-ups & Turnaround, Store Development, Performance Management and Growth Strategies, Recruitment Services, Technology Advisory,

TRAINING

Training Suite focused on helping organisations build strong and profitable businesses.

- **Retail Training:** Bervidson is the premier retail training group in Nigeria. Bervidson design, develop and facilitates retail industry specific training programs. Target groups – Associate, Managers, Area/Regional Managers, Senior Managers, Owners & CEO.
- **SME & Corporate Training:** Bervidson also design, develop and facilitates SME and Corporate training programs. Focus areas – Sales Management, Customer Service & Experience Management and Leadership Development
- **General Training:** Bervidson also design, develop and facilitates Soft Skills Workshops.

CONFERENCES

Annual and Quarterly Retail & SME Leadership Conferences and Exhibitions for the Development and Growth of Retail & SME Industry in Nigeria.

- The Retail Leaders Conference – Nigeria's pre-eminent annual retail conference for leaders.
- The Retail Roundtable –
- SME Festival – Annual conference and exhibition for SMEs

RETAIL NEWS & INFORMATION PLATFORMS

- Retailinfo.com.ng – A retail news and information platform
- Business.retailinfo.com.ng – A business directory portal for retail and vendor businesses

MARKETING SERVICES

- Web Development
- Digital Marketing
- Content Development
- Ad Services
- Branding & Corporate Identity Development
- Event Planning & Management

ACCREDITATION

Bervidson is an accredited Management Training Group by The Centre for Management Development (CMD), a member of the Nigeria Council of Management Development.





ABOUT BERVIDSON GROUP

PARTNERSHIPS & COLLABORATIONS

Bervidson collaborates with discerning local and international organisations to develop and facilitate intervention programs that promotes such organisation's strategic objectives and interests with partners and members.



- Organised/facilitated the 2018 Nigeria Retail/Supermarket Food Distribution and Management Workshop for United States Department of Agriculture – USDA/FAS U.S. Consulate General Lagos in collaboration with National Association of Supermarket Operators of Nigeria (NASON).
- The United States Commercial Service (CS), U.S. Consulate General Lagos is a partner and sponsor to The Retail Leaders Conference, since 2017.
- Develop and facilitate programs for Nigerian-American Chamber of Commerce (NACC) to promote member organisations profitability and sustainable growth since 2017.
- Nigerian-American Chamber of Commerce (NACC) is also a partner/sponsor of The Retail Leaders Conference, The Retail Roundtable since 2017.
- Develop and facilitate workshops on behalf of Sanofi Aventis for Retail Pharmacy Businesses in Nigeria and Ghana since 2017

SOME PARTICIPATING ORGANIZATIONS IN OUR PROGRAMS





SOME OF OUR SERVICES

TRAININGS



Supporting retailers to be more successful since 2013.

"The scope and delivery are first class. I feel better informed and ready to make changes."

I have gotten value for money."
--- Adeola Ade-Ojo,
Owner /CEO of Deola Sagoe



CONFERENCE



- An Annual Gathering of Retail leaders from within & outside Nigeria
- Since 2014
- The ultimate go-to event for retailing in Nigeria
- 6th edition will hold on June 20, 2019.



<http://bervidson.com>

RETAILINFO

Promoting Retail Success



For Greater Visibility And Search,
Register Your Business On Retailbizhub.com

Advertise Your Business,
Programs ^{On} & Events
Retailinfo.com.ng

Retail Info: Nigeria's No: 1 Retail News & Information Platform, And A Search Engine Platform For Retail Businesses, Vendors (suppliers Of Good & Services To Retail), Retail Jobs, Retail Events, And Retail Management Success Resources.

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