



MAIN MODULES		JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEP	OCT	NOV	DEC
Profitable Product Management	3 day		27-29			28-30				24-26			
Advanced Product Management	2 day						25-26						
Fundamental Product Management Pharma	3 day			26-28				30-1			29-31		
Strategic Marketing Plan	3 day										15-17		
Effective Sales Management	3 day	16-18				14-16						12-14	
Dynamic Leadership	2 day		13-14				11-12						10-12
Effective Negotiation Skills	2 day			12-13				9-10					
Effective Supervisory Management	3 day				16-18					17-19			
High Impact Business Presentation	3 day	30-1							27-29				
Highly Effective 'Sales Talk' For PM Pharma	3 day				30-2							26-28	

Partial List of Client PUBLIC - CLASS : Abbott Indonesia • Agrinusa Jaya Santosa • Ajinomoto Indonesia • Alcon Indonesia • Alfa Retailindo • Angkasa Pura • Angsa Daya • Aplikanusa Lintasarta • Astra CMB Life • Astra Otoparts • Asuransi Tugu Mandiri • Aventis Pasteur • Bank Artha Graha • Bank Dana Asia • Bank Nagari-BPD Sumbang • Bank NISP • Bank Sumut • Bank Syariah Mandiri • Baruga Asrinusa • Batara Surya Semesta • Baxter Kalbe • Beaufour Ipsen International • Belcomm • Berca Hardaya Perkasa • Bina Guna Kimia • Binatama Ardhikarya • Bintang Toedjoe • Bio Farma • BKR Jaya Raya • Boma Bisma Indra • BP-Kapet Biak • Cahaya Kelana Matahari • Ceres • Chitra Paratama • Ciater Spa Resort • Cipta Kreasi Prima Muda • Citraguna Saranatama • Concretindo Rejeki • Coronet • Cussons Indonesia • Daiichi Pharmaceuticals • Dankos Laboratories • Darya Varia Laboratoria • Dharmesta Swasti Mandiri • Dipa Pharmalab Intersains • Disc Tara • Doultton • Dumex Alpha Indonesia • DuPont Far East Inc. • East West Seed Indonesia • Ethica Industri Farmasi • Fajar Benua Indopack • Ficoritas • Finusolprima International • Gloria Origita Cosmetics • Green Hill Garden • Guardian Pharmatama • Hankuk Panel Jaya • Hoechst Marion Roussel • Hotel Denai • House Of Sara Lee • Inasentra Unisatya • Indokisar Djaya • Indosat • Inline • Intercallin • Inti Fasindo International • Istidata • Janssen Pharmaceutica • Kaltim Hexamindo Wiratama • Kobame Supersentra • Kosmindo Wella • Krakatau Industrial Estate • Krakatau Steel • Kreasi Multimedia • Lion Wings • Masterindo Perdanajaya • Mataram Paint • Mayora Indah • McDonald Indonesia • Mecosin Indonesia • Medquest • Megatama Mandiri • Mitra Infosarana • Mitra Lestari Motorindo • Monysaga Prima • Mulia Keramik Indahraya • Multi Bintang Indonesia • Multi Mitra Teknikatama • Mutiara Persada Inti • Neucorindo Perkasa • Nippon Indosari • Nicholas Labs. Indonesia • Novo Nordisk • Organon Indonesia • Otto Pharmaceutical Industries • Pelindo III & IV • Petrokimia Nusantara Interindo • Pharmed Indonesia • Polyvisi Rama Optik • Prima Express Bank • Promosindo Medika • Pyridam Indonesia • Quasar Cipta Mandiri • Radio Pass FM • Rodalink • Roi Surya Prima Farma • Sanbe Farma • Sanggar Elegance Indonesia • Sanghiang Perkasa • Santos Jaya Abadi • Sarana Medijasa Infosis • Satelindo • Semen Gersik Tbk. • Sinar Makropesona Sejahtera • Sinar Sosro • Smith & Nephew • Sofhia Geraindo • Sono Kembang • Starlett Kometindo • Sukabumi Trading Coy • Sumi Rubber Indonesia • Surf World • Surveyor Indonesia • Surya Hidup Satwa • Surya Toto Indonesia • Swarnadwipa Cemerlang • Telesindo Citra Sejahtera • Tempo Scan Pacific, Tbk • Terumo Indonesia • Trakindo Utama • Transfarma Medica Indah • Trijaya Plastik • Tropica Mas Pharmaceuticals • Tugu Pratama Indonesia • Ultrajaya Milk Industry • Unimitra Kharisma • Union Carbide • Wicaksana Overseas Int. • WOW Komunindo • Wyeth Indonesia • Yakult Persada Indonesia • Yupharin Pharmaceuticals • Zebra Asaba Industries • Zuellig Pharma •

IN - HOUSE : Anugerah Argon Medica • Anugerah Pharmindo Lestari • Astellas Pharma Indonesia • Astra Zeneca • Bayer Indonesia • BBraun Medical Indonesia • Beautama Cosindo • Bebelac Indonesia • Becton Dickinson Asia Limited • Beiersdorf Indonesia • Bernofarm • BKOM-Depkes RI • Boehringer Ingelheim • Bristol Myers Squibb • Bumi Menara Internusa • Catur Sentosa Adiprana • CME-PDU FKUI/KPPIK • Combipharm • Datascrip • Delta Djakarta Tbk • Detpak Indonesia • Dexa Medica • DKT Indonesia • Dos Ni Roha • Dua Kelinci • Eisai Indonesia • Erha Dermato Industries • Ferron Par Pharmaceuticals • Fortune Pramana Rancang • Garuda Indonesia (GATE) • GE-Lighting Indonesia • Gelora Aksara Pratama • GlaxoSmithKline • Gramedia Majalah • Hexpharm Jaya Laboratories • Ikapharmindo Putramas • Inbisco Niaga • Indofarma Group • Indosentra Pelangi • Japura Chemicals • Kalbe Farma • KF-Diagnostika • Kimia Farma Tbk • Kinocare Era Kosmetindo • KOMPAS Group • Mandom Indonesia Tbk • Medifarma Laboratories Inc • Medicon • Meiji Indonesian • Merapi Utama Pharma • Merck Indonesia Tbk • Mersifarma • Miracle Aesthetic Clinic / Melliderma Skin Healthcare • Multi Mitra Biotech • Novartis Indonesia • Novell Pharmaceutical • Nutricia Indonesia • Orang Tua Group • Otsuka Indonesia • Parit Padang Global • Penerbit Erlangga • Perusahaan Perdagangan Indonesia • Pfizer Indonesia • Phapros Indonesia Tbk • Pharmedolindo • Philips Ralin Electronic • PLN (Persero) • Program Magister Psikologi UI • Rajawali Nusantara Indonesia • Roche Indonesia • RS. ASRI • Rudi Hadisuwarno • Sandoz Indonesia • Schering Indonesia • Sinar Antjol • SOHO Group • Sorini • Sun Hope Nutrisi • Surgika Alkesindo • Takeda Indonesia • Tanabe Indonesia • Tanesia • Tjiwi Kimia • Total E&P Indonesia • Tunggal Idaman Abdi • Umaxindo Persada • United Dico Citas • United Motors Centre • Widatra Bhakti • Wings Surya • Winterthur Life Indonesia • Wyeth Nutrition •