



**AETI POWER SYSTEMS AND CONTROLS LIMITED**  
 (...total power solutions)

**2020 MANAGEMENT TRAINING PROGRAMMES  
 FOR SUPERVISORS AND MANAGERS IN THE POWER SECTOR**

**\*GENERATION \*TRANSMISSION \*DISTRIBUTION SUB-SECTORS**

S/N	COURSE TITLE	COURSE FEES (N)	DURATION (DAYS)	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC
1	PROCUREMENT, CONTRACTS MANAGEMENT AND EFFECTIVE NEGOTIATIONS	220,000.00	5			4 - 8				7 - 11			
2	ENERGY EFFICIENCY, AUDIT & MANAGEMENT	165,000.00	3				24 - 26				21 - 23		
3	STRATEGIC PERFORMANCE MEASUREMENT AND MANAGEMENT	220,000.00	5	16 - 20					17 - 21				
4	MANAGING CHANGE: PEOPLE AND PROCESS	165,000.00	3		22 - 24						7 - 9		
5	ACHIEVING A CUSTOMER DRIVEN ORGANIZATION	165,000.00	3	25 - 27								4 - 6	
6	EFFECTIVE MANAGEMENT OF CONFLICT AND COMPLAINT HANDLING	165,000.00	3			27 - 29				16 - 18			
7	UNDERSTANDING POWER BUSINESS, TARIFFS, RULES AND REGULATIONS	220,000.00	5				15 - 19					23 - 27	
8	MAINTENANCE PLANNING, MANAGEMENT & COST CONTROL	165,000.00	3		15 - 17		24 - 26				21 - 23		
9	MANAGEMENT OF ELECTRICAL POWER CONTRACTS	165,000.00	3			13 - 15			26 - 28				
10	PROJECT MANAGEMENT FOR POWER SYSTEMS ENGINEERS	220,000.00	5	MAR 30 - 3 APR					3 - 7				
11	POWER SYSTEMS ECONOMICS	165,000.00	3				24 - 26						2 - 4
12	HR ISSUES IN POWER SECTOR	165,000.00	3					1 - 3			21 - 23		
13	AGGREGATE TECHNICAL, COMMERCIAL & COLLECTION LOSSES (ATC&C): MANAGEMENT & REDUCTION	220,000.00	5					20 - 24			19 - 23		
14	STRATEGIES FOR REVENUE GENERATION & DEBT RECOVERY	165,000.00	3	18 - 20						23 - 25			
15	REGULATORY FRAMEWORKS IN POWER SECTOR	165,000.00	3		1 - 3					16 - 18			
16	EFFECTIVE TECHNICAL REPORT WRITING AND PRESENTATION SKILLS	165,000.00	3		15 - 17				12 - 14				2 - 4

\*Training Venue: AETI POWER SYSTEMS AND CONTROLS LIMITED  
 \*Please note that any of these programmes can be scheduled at your convenience and customized to meet your Organizational needs and requirements  
 \*Discounted rates are available for multiple registration  
 \*Visit our website for other programmes

FOR NOMINATIONS AND ENQUIRIES PLEASE CONTACT  
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