

Global Concepts Management

Operational Experts... Results Oriented!



GCM Training Brochure 2011-2012

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GLOBAL CONCEPTS MANAGEMENT LLC

CAPABILITY STATEMENT

Global Concepts Management, GCM is a global consulting firm based in Washington, D.C. United States.

At GCM our main focus is development of IT based concepts that enable organizations to deliver quality products and services with improved efficiencies. We use innovative ideas from Information Technology, Project Management, and Quality Management Processes to achieve our clients' goals.

GCM is also focused on Leadership and Management Training. We believe that applied and transferable knowledge should be the foundation of a successful organization.

We look at what is, and ask what could be, by providing innovative solutions so that organizations can maximize return on investments.

Thinking innovatively along the objectives and goals of our clients, we develop a world class concept that brings a lasting and excellent transformation .

GLOBAL CONCEPTS MANAGEMENT USA

GCM Areas of Specialization:

- Information Technology – Network design and architecture, network deployment, systems integration, infrastructure management, network security management, Network Storage (SAN, NAS and DAS), IP Telephony/Unified Communications.
- Application Development – Custom application development based on the development life cycle, development of middleware applications for integrating off the shelf applications into existing business environment.
- Project Management – Management of all facets of IT projects including assembling and supervision of key personnel for any project regardless of size and scope.
- Financial and Accounting Information Systems – Deployment of enterprise resource planning (ERP) and management of applications like SAP, Peoplesoft, Microsoft Dynamics, SageERP, Compiere, Adempiere application.
- Business Continuity and Disaster Recovery – Infrastructure audit and assessment to evaluate an organization's readiness for disaster management. This includes planning and deployment of fail-safe business continuity policies and procedures. Establishment of comprehensive disaster recovery plan including SLAs so as to ensure business continuity when disaster strikes.
- Corporate Training: Leadership, Management, Strategic Planning
- Intranet, Extranet and Internet Web development – Development and deployment of corporate Intranet and Extranet portals to help facilitate effective communication within organizations and their user groups regardless of their locations anywhere in the world. .
- Business Analysis and Decision Support Systems – With the aid of computer based modeling application software; we do predictive analyses that help organizations make informed decisions prior to undertaking major projects. We help organizations conserve valuable resources and prevent potential lost revenue because we analyze all factors that can impact a project and predict the outcome before the client commits any fund to the project.



GLOBAL CONCEPTS MANAGEMENT USA

In conjunction with George Washington University

Risk Management for Corporate Leaders Integrating Best Practices for Superior Strategy Execution

As companies adapt to the aftershocks of the global recession, risk management is a top priority for their senior executives and boards—and for those of nonprofit and public-sector enterprises as well. The financial crisis revealed that risk management processes cannot be effective if they are fragmented, and that senior executives must understand the assumptions and data used in those processes. To address these challenges, GCM has developed Risk Management for Corporate Leaders. In this program, you will learn how to identify the different types of risk facing your organization, achieve an appropriate balance between innovation and risk, and protect your company from the consequences of uncertain and unexpected events.

This comprehensive program explores the insights, frameworks, and tools needed to classify and measure your company's level of risk. By examining the latest research and best practices, you will learn how to drive and preserve enterprise value across your organization

Risk MGT - Target Audience:
Executives, Senior Managers
and Directors

Dates and Locations

Mar 12– 23 2012, London

June 18 - 29 2012 USA

Aug 20 - 31 2012 USA

Course Fee: \$5,750

Basel III - Target Audience:
Executives, Senior Managers
Directors in Risk & Compliance unit , Regulators , Auditors & Finance Professionals

Dates and Locations

Mar 12– 23 2012, London

June 18 - 29 2012 USA

Aug 20 - 31 2012 USA

Course Fee: \$5,500

Basel III - New Developments on Operational Risk

This course provides an essential introduction to the concept of operational risk introduced for the global financial services sector by the Basel II Capital Accord. It places operational risk in the overall context of the new capital adequacy of Basel II and developed in the new Basel III Framework. The course will address the implications of the recent credit crunch and failures of banks but the focus throughout is on operational risk. Delegates will understand the "3 Pillar" approach of Basel II and will be given practical examples of operational risk- management techniques and how to create a risk-aware culture Basel I & Basel II

This training covers the following topics:

The three pillars of Basel II

Constituents of operational risk and the essentials for an effective risk-management process

Capital requirement calculations

Regulatory review – the ICAAP and SREP processes

Response of the Basel Committee to the credit crunch and the failure of certain banks

Basel Committee: "Sound Practices for the Management and Supervision of Operational Risk"



GLOBAL CONCEPTS MANAGEMENT LLC

2011- 2012

Strategic and Management Training Programs for the Executives, Senior Managers and Directors

Date: June 4-15, 2012

Venue: GCM Training Center
Maryland, USA

Date: July 16-27 2012

Venue: GCM Training Center
London

Date: Sep 17-28 2012

Venue: GCM Training Center
Dubai

Course Fee: \$5,950

GLOBAL CONCEPTS MANAGEMENT USA

In conjunction with George Washington University

Global Strategic Management

Today's successful business executives know how to design and implement a global strategy, manage a highly diverse organization, optimize finance in a complex and volatile economy, and build a strong leadership culture. Global Concepts Management (GCM) now offers an Executive Training program that helps executives expand their range and skills. Taking a cross-functional approach to global business management, this program prepares you to respond quickly to a challenging economic environment, take advantage of emerging opportunities, and put in place processes, people, and systems around the world that will deliver optimal results. This training program examines competitive advantage, government and economic changes, global reach, and strategic agility from the perspective of successful business leaders. Main topics include:

Defining global strategy and creating a global organization

- Recognizing when a company's competitive advantage can be leveraged more effectively on a global playing field
- Determining the extent to which the company should be globally diversified in its businesses and markets. Evaluating which strategic activities to own and which to execute through alliances or outsourcing
- Deciding how the organization and its incentive system can best support specific global strategy choices

Mitigating political and financial risk

- Learning how other companies have dealt successfully with country political risk and why some strategies continue to fail
- Responding nimbly to changes in the financial environment, optimizing financial strategy in a global recession, and preparing to adjust strategy quickly when the economy rebounds. Preparing your organization to respond to governmental change

Developing the qualities of a global leader

- Fostering a common language and a shared sense of community across multinational business units. Employing best practices in global talent management and leadership development. Understanding the specific challenges facing you as a global business leader



Target Audience:

Senior Managers and Directors of
Human Resources Departments

Date: July 2-13, 2012

Venue: GCM Training Center USA

Date: Aug 6-17 2012

Venue: GCM Training Center London

Date: Sep 3--14 2012

Venue: GCM Training Center Dubai

Course Fee: \$4,950

Target Audience:

Senior Finance Managers and Finan-
cial Analysts

Date: May 1-11, 2012

Venue: GCM Training Center USA

Date: July 16-30 2012

Venue: GCM Training Center London

Date: Sep 3--14 2012

Venue: GCM Training Center Dubai

Course Fee: \$5,500

GLOBAL CONCEPTS MANAGEMENT USA

In conjunction with George Washington University

Senior Human Resources & Personnel Manage- ment Course

By the end of the course participants will:

Examine the economic and political trends affecting organizations and their management implications for Human Resource Management.
Discuss the Strategic functions of personnel management executives.
Enhance their strategic and tactical skills in Human Resource Manage-
ment. Encourage Human Resource Executives and their organizations
to achieve their goals through the optimum use of human resources.
Discuss trends in the management of industrial relations functions.
Learn Business Process Re-Engineering & Rationalization. Learn mod-
ern trends in Human Resources planning.

Provide participants with updates in performance management, group
assessment, individual appraisal and development. Learn techniques
for designing an appropriate reward system. Examine the effective ap-
plication of Information Technology in Personnel Management. Dis-
cuss E-learning and trends in Human Resource training & development

Company Valuations & Analysis

This course will explain how to analyze a business from a financial per-
spective using a range of key performance indicators. The analysis will
cover profitability, return on invested capital, leverage, working capital
management, asset utilization and cash flow generation.

The learning will be supported by a comprehensive case study which
analyses in detail a real company. Different valuation methods are then
reviewed including trading multiples, transaction multiples and dis-
counted cash flow valuations. The theory is then applied to value of a
real company using the different methodologies. Topics covered will
include Like r like, gross and operating margins, EBIT/EBITDA mar-
gins, earning per share, Return on invested capital, Leverage – debt/
equity, debt/EBITDA, EBITDA/interest cost, Working capital man-
agement – receivable days, payable days, inventory days, the cash con-
version cycle, Asset utilization, Cash flow measures – OCF/operating ,
profit, free cash flow, Enterprise value multiples, Equity value multi-
ples, Transaction multiples, terminal value calculations and WACC



Date: July 16-27, 2012

**Venue: GCM Training
Center Maryland, USA**

Course Fee: \$5,750

Date: Sep 3-14, 2012

**Venue: GCM Training
Center Maryland, USA**

Course Fee: \$5,750

GLOBAL CONCEPTS MANAGEMENT USA

In conjunction with George Washington University

Strategic Financial Analysis for Business Evaluation

Today's economic climate calls for executives who can apply vigorous financial analysis as they evaluate business performance, weigh potential acquisitions, and assess global competition. In response, Strategic Financial Analysis for Business Evaluation focuses on the frameworks required to monitor performance, forecast capital utilization, value strategic assets, and review restructuring opportunities. You will return to your company better prepared to make the key financial decisions that drive organizational performance.

This intensive learning experience incorporates lectures, case studies, group discussions, and specialized tools to demystify the process of understanding a company's economics; it is designed to cover a four part curriculum focused on sharpening your analytical and decision making skills. Specifics topics include:

Business Strategy Analysis

- Identify a company's positioning in relation to competitors
- Explore the key success factors and potential risks that will affect business performance
- Determine how well those success factors and risks are being managed

Accounting Analysis

- Judge how effectively a firm's financial statements reflect its business
- Learn how to adjust financial statements as needed

Financial Analysis

- Evaluate the effectiveness of a company's strategy
- Make sound financial forecasts by examining the ratios and cash-flow measures of a company's operating, financing, and investing performance

Prospective Analysis

- Forecast a company's future performance
- Assemble data into a valuation of the company

Target Audience: Executives, Directors/ Senior Managers in Account and Finance Units and professionals who rely on financial statements to evaluate businesses



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Date/Location:

June 18-30, 2012 California

Aug 6- 17, 2012 London

Sept. 10-21 2012 Maryland

Course Fee: \$5,500

Date:/Location:

May 21-25, 2012 Florida

July 16-20,2012 Maryland

Sept 10-14,2012 London

Course Fee: \$6,000

GLOBAL CONCEPTS MANAGEMENT USA

In conjunction with George Washington University

Senior Secretaries and Directors' Personal Assistant's Leadership Course & Senior Secretarial Computing Course

This course aims to help participants both to develop their skills and expertise and to improve the quality of their work and their roles within their organizations. Particular attention will be paid to enhancing each participant's potential for development. Care has been taken to make the program relevant to working conditions. Attendance on this course will be global and it will enable a secretary or personal assistant to learn how to function more effectively in the office and understand the application of new technology. Participation is an important part of this practical course. The program combines, practical sessions, group work, lectures, discussions and visits.

Electronic Document Management Solution (EDMS/IDMS)

Given the present trend whereby organizations including governmental outfits are increasingly migrating to computer-based operations, vulnerability of sensitive documents especially if in electronic formats, to mishandling, misrouting, loss, theft, malicious manipulation, fire hazard, etc. is a real problem and a major concern. The resulting Information overload from computer based operations is a daily occurrence and can lead to reduced productivity, added stress and decreased attention span and memory if not well managed.

This course will intimate participants with the concepts of Integrated Document Management System (IDMS) - A vital class of middleware services that integrates document creation, storage and transfer with critical business process applications, and demonstrates the transformation of document management from an end-user activity - in which the user creates, distributes, files a and revises a document as needed into a network based-service which allows documents to be integrated with full complement of end-user personal

Target Audience:

Executives, Directors and Senior Managers in ICT, Document Management, Outsourcing and Infrastructure Units



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GLOBAL CONCEPTS MANAGEMENT USA

Course Fee, Accommodation & Other Logistics

This covers course materials, tea break, lunch and course related transportation within the host country. Participant shall be responsible for other expenses including return flight tickets from Nigeria to the training location and other incidentals.

Training Tools and Software:

Electronic copies of all our course materials would be loaded on IPAD and given to participants for keep.

Accommodation:

GCM would provide assistance to the delegates in respect of hotel accommodation at additional cost on arrival. Room rates range from \$80 and above per night based on the preference of each participant. Options available include Bed & Breakfast, Single or Double Room.

Payment Method:

Payment should be made prior to the commencement of the course, either by direct transfer to:

Our US Accounts (Upon request, our account information would be provided) Or

US Dollar Bank Draft made payable to: **Global Concepts Management, Maryland, USA.**

Latest Date for Confirmation of Participation:

In order for us to make adequate preparation for the program and finalize other arrangements in good time, we would require that confirmation of participation is done two weeks before the start of the training program.

Additional information:

For any other enquiries, Please contact +1-804-867-7191, +1-410-766-0717 or sogunkola@globalconceptsmanagement.com

Target Audience:
Directors, Senior
Managers in the ICT
& Outsourcing units
including Infrastruc-
ture and software
development , Sys-
tems Administrators
and Managers

Target Audience:
Directors and Senior
Managers in
Research and Plan-
ning units

2011/2012 TRAINING PROGRAMS ON INFORMATION & COMMUNICATION TECHNOLOGY

Trainings are scheduled on Various Subject areas including

- ♦ **Information Systems Risk Management
& IT Security Metrics**

DATES/LOCATIONS

December 5 - 16, 2011 London

August 6—17 2012, London

September 3 - 14, 2012 California USA

Course Fee: \$5,000

- ♦ **Knowledge Management in Modern
Organizations**

DATES/LOCATIONS

July 16 - 27, 2012 California USA.

August 20 - 31, 2012 Dubai UAE

September 17-28 2012, London

Course Fee: \$5,500

Payment should be made to the relevant account given by the coordinating institution in each country.
Nomination is effective only upon receipt of participation fee.

- ♦ **Business Re-engineering Process /
Statistical Modeling for Decision Making**

DATES/LOCATIONS

June 18- 29, 2012, Maryland USA

July 4- 15, 2012 London.

September 3- 14, 2012 California USA

Course Fee: \$4,950

2011/2012 TRAINING PROGRAMS ON ACCOUNTING INFORMATION SYSTEMS/ LEADERSHIP & MANAGEMENT PROGRAMS

Trainings are scheduled on Various Subject areas including

♦ Foreign Exchange Markets & Currency Risk Management

DATES/LOCATIONS

March 21 - 31, 2012 Dubai , May 7-21 2012 Maryland USA

July 9 - 20, 2012 London

September 3- 14, 2012, California, USA

Course Fee \$5,500

Target Audience: Finance Directors and Senior Managers in the Accounts and Finance units

♦ E-Auditing and Internal Control Systems

DATES/LOCATIONS

May 1 - 4, 2012 Dubai UAE

May 28—31 2012, London UK

Course Fee: \$4,500

Target Audience: Directors and Senior Managers in Audits unit

♦ Effective Budgeting & Costs Control

DATES/LOCATIONS

December 3 - 7, 2011 Los Angeles USA.

Aug 6—17 2012, London UK

Course Fee: \$4,850

Target Audience: Finance Directors and Senior Managers in the Accounts ,Finance & Budget units

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