

2026 TRAINING PROGRAMMES

Executive Education | Strategic Capacity Building | Institutional Transformation

The following catalogue presents our 2026 Executive Training Programmes, clearly categorised by sector for ease of reference and selection.

Why OPTIMARS

- Executive-level, practical and strategy-driven content
- Programmes tailored to Nigeria's economic and institutional realities
- Clear outcomes focused on growth, efficiency, trust, and sustainability
- Suitable for corporate teams, institutions, private groups, individuals, and entrepreneurs.

How to Register:

- Email: registration@optimars.com.ng
- WhatsApp: +234-9026637725
- Call: +234-8096280470

Note:

Group Discounts: Available for 5+ participants from the same organisation.

In-House Training: All courses can be customised and delivered at your preferred location, on agreed terms. The training fee is exclusive of Tax and VAT.

Government & Public Sector

Course Title	Date	Duration	Fee	Location
Upscaling your Service Delivery Standards in a 21st Century Civil Service Workplace	June 8-10	3 Days	₦295,000	Nasarawa
Citizen's Support Policies and Innovative Civil Service Reforms of the Present Administration	June 15-17	3 Days	₦295,000	Nasarawa
Operational Excellence Blueprint: Eliminating Waste, Boosting Productivity, and Driving Sustainable Efficiency Across Your Organisation	June 22-24	3 Days	₦295,000	Nasarawa
Maximising Output, Minimising Cost: Proven Strategies for Industrial Leaders to Achieve Peak Operational Performance	June 25-26	2 Days	₦250,000	Nasarawa
Practical Implementation of the New Performance Management System of the Present Administration	June 29-30	2 Days	₦200,000	Abuja
Marketing Strategies for Mergers and Acquisitions	July 1-3	3 Days	₦285,000	Abuja
Doing More With Less: Strategic Frameworks for Government Agencies to Increase Internally Generated Revenue, Cut Operational Costs, and Deliver Programmes Without Budget Expansion	July 6-7	2 Days	₦220,000	Nasarawa
Beyond Allocations: How Public Sector Institutions Can Attract Grants, Partnerships, and Technical Support While Reducing Costs and Improving Service Delivery	July 9-10	2 Days	₦260,000	Abuja
Environmental Social and Governance (ESG) & Sustainable Financing	July 14-17	4 Days	₦350,000	Nasarawa

Financial Institutions

Course Title	Date	Duration	Fee	Location
Capital Markets Strategy & Innovation Leadership	July 8-10	3 Days	₦280,000	Nasarawa
Investment Banking Operations and Strategy	July 20-22	3 Days	₦290,000	Abuja
Risk Based Compliance Management, and Revenue Intelligence	Aug. 10-12	3 Days	₦295,000	Nasarawa
Digital Assets Custody & Security Management	Aug. 20-21	2 Days	₦210,000	Abuja
Corporate Turnaround & Restructuring Finance	Sept. 3-4	2 Days	₦210,000	Abuja
Forensic Accounting and Compliance with Accounting Standards	Sept. 8-11	4 Days	₦370,000	Nasarawa
Trade Compliance, Import/Export & Customs Regulations	Sept. 21-22	2 Days	₦280,000	Nasarawa
Forecasting and Analysing Cash Flow	Oct 15-16	2 Days	₦210,000	Nasarawa
Cyber Security in Government and Public Institutions	Oct 26-28	3 Days	₦280,000	Nasarawa
Managing Fiscal Risk and Contingent Liabilities	Nov 16-19	4 Days	₦380,000	Nasarawa

Credit and Risk Management Trainings

Course Title	Date	Duration	Fee	Location
Risk Champions Masterclass	Aug. 19-20	2 Days	₦215,000	Nasarawa
Credit Risk Management in Emerging Markets – Navigating the Evolving Landscape of Lending	Sept. 7-9	3 Days	₦290,000	Nasarawa
ESG (Environmental, Social and Governance) Risk Management Training – Building a Sustainable and Resilient Future	Sept. 23-25	3 Days	₦350,000	Nasarawa
Risk Based Auditing and Internal Control	Sept.28-30	3 Days	₦285,000	Nasarawa
Credit Fraud Detection and Prevention Training	Oct. 5-7	3 Days	₦300,000	Abuja
Credit Risk and Climate Change Integration Training	Oct. 21-23	3 Days	₦280,000	Jos
Enterprises Risk Management (ERM) in Financial Institutions	Oct. 28-30	3 Days	₦255,000	Nasarawa
Credit Recovery, Collection and Debt Restructuring Training	Nov. 2-3	2 Days	₦200,000	Abuja
SME Credit Analysis and Lending Best Practices Training	Nov. 11-13	3 Days	₦290,000	Abuja
Operational Risk and Internal Control Training	Nov. 23-25	3 Days	₦290,000	Nasarawa
Market and Liquidity Risk Management Trainings	Dec. 2-4	3 Days	₦350,000	Nasarawa
Reputational Risk Management Training: Safeguarding Your Image	Dec. 9-10	2 Days	₦200,000	Abuja

Leadership & Management

Course Title	Date	Duration	Fee	Location
Leadership, Teamwork & Management Development Training	July 8-10	3 Days	₦295,000	Abuja
Change Management & Leading Through Uncertainty	July 15-17	3 Days	₦295,000	Nasarawa
Change Management in Bureaucratic Environment – Driving Reforms and Modernisation	July 27-29	3 Days	₦295,000	Nasarawa
Transformational Leadership in the Public Sector	Aug. 3-4	2 Days	₦215,000	Abuja
Leadership Qualities and Managerial Skills to Lead Teams, Organisation, Foster Innovation, and Achieve Organisational Goals	Aug. 11-14	4 Days	₦385,000	Nasarawa
Digital Transformation and Leadership in the 21 Century	Aug. 24-25	2 Days	₦195,000	Abuja
Elevating Influence: An Executive Leadership & Strategic Influence	Sept. 7-9	3 Days	₦295,000	Nasarawa
The Agile Leader's Blueprint: Change Management and Leadership Trainin	Sept. 23-25	3 Days	₦290,000	Abuja
Mastering Momentum: A Leading High-Performance Organisations Training	Oct. 14-16	3 Days	₦300,000	Jos
Moral Compass: An Ethical Leadership in the Age of Disruption Training	Oct. 26-27	2 Days	₦200,000	Abuja

Real Estate Sector

Course Title	Date	Duration	Fee	Location
Key Strategies to Structure Marketing System Setup	April 8-9	2 Days	₦185,000	Abuja
Digital Marketing Strategies For Today's Real Estate Market	April 10-11	2 Days	₦165,000	Abuja
Identifying High-Impact Focus Areas for Prospecting and Lead Generation for Real Estate Companies	April 10-11	2 Days	₦185,000	Abuja
Strategic Thinking through Leverage and Partnership for Sales Growth	April 13-14	2 Days	₦195,000	Abuja
Mastering Modern Marketing Techniques	April 15-16	2 Days	₦165,000	Abuja
Branding and the Psychology of Sales	April 17-18	2 Days	₦165,000	Abuja
Emotional Intelligence for Sales and Marketing Professionals	April 22-23	2 Days	₦195,000	Abuja
Financial Intelligence: Maximising Funds and Resources	April 24-25	2 Days	₦165,000	Abuja
How to Develop Analytical Thinking Skills to Solve Problems in Workplace	April 29-30	2 Days	₦200,000	Abuja
Unique Breakthrough Marketing Ideas and Concepts	May 4-5	2 Days	₦165,000	Abuja
Real Estate, Property Management	May 6-7	2 Days	₦215,000	Abuja
Marketing & Brand Positioning Strategies	May 7-9	3 Days	₦215,000	Abuja
Effective Communication & Presentation in Real Estate	May 13-15	3 Days	₦215,000	Abuja
Digital Marketing for Real Estate Professionals	May 18-19	2 Days	₦165,000	Abuja
Strategic Leadership in Real Estate Organizations	May 20-22	3 Days	₦295,000	Abuja
Human Resources Management for Real Estate Firm	June 1-3	3 Days	₦285,000	Abuja
Leadership and Governance for Property Boards	June 4-6	3 Days	₦290,000	Abuja
Advanced Excel for Facilities Budgeting&Cost Tracking	June 8-9	2 Days	₦165,000	Abuja
Real Estate Performance Metrics&KPI Reporting Tools	June 10-11	2 Days	₦185,000	Abuja
Strategic Real Estate Investing: Analysis & Risk Management Training	June 15-17	3 Days	₦315,000	Abuja
Integrated Asset Excellence: A Strategic Mixed Use Portfolio Management Training	June 18-20	3 Days	₦315,000	Abuja

Pension and Related Companies

Course Title	Date	Duration	Fee	Location
Pension Funds Strategies, Governance Regulations and Investment	July 27-29	3 Days	₦295,000	Nasarawa
Risk Based Pension Funds Supervision and Effective Governance Training	Sept. 1-3	3 Days	₦295,000	Nasarawa
Portfolio Management for Pension Funds	Sept. 7-9	3 Days	₦295,000	Abuja
Advanced Pension Plan Risk Management Fundamentals	Sept. 14-17	3 Days	₦285,000	Nasarawa
Pension Administration and Management Essential	Sept. 21-22	2 Days	₦185,000	Abuja
Risk Management in Pension Funds: Secure Pension Futures	Sept. 23-25	3 Days	₦295,000	Nasarawa
Advanced Integrated Ethics, Governance, and Compliance in Pension Management	Sept. 28-30	3 Days	₦305,000	Nasarawa
Pension Funds Fraud Detection & Prevention: Protect Pension Assets	Oct. -5-7	3 Days	₦295,000	Nasarawa

Public Relations & Communication

Course Title	Date	Duration	Fee	Location
Strategic Public Relations Management Training	Oct. 7-8	2 Days	₦185,000	Abuja
Crisis Communication and Risk Mitigation	Oct. 12-13	2 Days	₦185,000	Nasarawa
Government and Public Affairs Communication	Oct. 14-16	3 Days	₦285,000	Abuja
Reputation and Brand Management	Oct. 19-20	2 Days	₦185,000	Abuja
ESG and Sustainability Communication Training	Oct. 21-23	3 Days	₦285,000	Nasarawa
Integrated Communication Strategy Training	Oct.29-30	2 Days	₦195,000	Nasarawa
Internal Communication and Employee Engagement Training	Oct. 5-6	2 Days	₦165,000	Abuja
Financial Resilience: Financial Restructuring And Crisis Management Training	Oct. 26-29	4 Days	₦365,000	Nasarawa
Cybersecurity Awareness: Protecting Organisational Data and Digital Assets	Nov. 16-17	2 Days	₦185,000	Abuja

Microfinance Banks / Institutions (MFIs)

Course Title	Date	Duration	Fee	Location
Governance and Risk Oversight for Microfinance Board/Management	April 13-15	3 Days	₦280,000	Abuja
Financial Inclusion, Digital Credit & Micro Finance	April 16-18	3 Days	₦265,000	Abuja
Operational Risk Management for Microfinance Institutions	April 20-21	2 Days	₦175,000	Abuja
Mind Over Money: Behavioural Economics & Loan Uptake Training	April 23-24	2 Days	₦175,000	Abuja
Diversified Revenue Sources for Microfinance Institutions (MFIs)	April 27-28	2 Days	₦175,000	Abuja
Partnership: Innovative Growth, Business Sustainability Strategies, and Community Impact for Your Microfinance Bank	May 4-5	2 Days	₦175,000	Abuja
Smart Lending & Borrowing: Training Entrepreneurs and Loan Beneficiaries to Maximise Impact, Minimise Risk, and Grow Their Businesses Responsibly	May 7-8	2 Days	₦175,000	Abuja
From Capital to Growth: Practical Strategies for Government Agencies, Cooperatives, and MFBs to Equip Loan Recipients for Effective Fund Utilisation and Sustainable Returns	May 11-12	2 Days	₦175,000	Abuja
Loan Success Blueprint: How Financial Institutions Can Empower Beneficiaries to Access, Manage, and Multiply Funds While Reducing Default Risk	June 1-2	2 Days	₦175,000	Abuja
Credit Risk & Problem Loan Workout Strategy in MFB	June 4-5	2 Days	₦175,000	Abuja
Addressing Risk Management Issues in Marketing Functions	June 8-9	2 Days	₦175,000	Abuja
Innovation and Change Leadership in MFB	June 10-11	2 Days	₦175,000	Abuja

Retirees & Intending Retirees

Course Title	Date	Duration	Fee	Location
Retiring Strong: Transforming Retirees into Thriving Entrepreneurs	July 8-9	2 Days	₦185,000	Nasarawa
Retiree Entrepreneurship: Turning Your Experience into a Profitable Business and Entrepreneurship Venture	July 22-23	2 Days	₦180,000	Abuja
Financial Mastery After Retirement: Growing, Protecting, and Investing Your Wealth Wisely	Aug. 3-4	2 Days	₦180,000	Nasarawa
Healthy Aging Blueprint: Strategies to Maintain Vitality, Wellness, and Longevity in Retirement	Sept. 14-17	2 Days	₦150,000	Abuja
Second Act Success: Career Development, Consulting, and Purposeful Engagement After Retirement	Sept. 3-4	2 Days	₦250,000	Nasarawa
Financial Literacy & Investment Planning for Retirement	Oct. 12-13	2 Days	₦150,000	Abuja

Entrepreneurship and Business Start-up Skills

Course Title	Date	Duration	Fee	Location
Entrepreneurship Skills and Business Start-Up Strategies	June 4-5	2 Days	₦115,000	Abuja
Businesses You Can Start Without Money or Tools	June 23-24	2 Days	₦135,000	Abuja
Financial Management Skills For Beginners Who Wish To Succeed	July 6-7	2 Days	₦135,000	Abuja
Digital Marketing Strategies for Today's Business Start-Ups	July 27-28	2 Days	₦125,000	Abuja
Unique Breakthrough Sales and Marketing Ideas to Sell your Product or Services	Aug. 3-4	2 Days	₦160,000	Abuja
Best Customer Service Tips for Small Business Owners	Aug. 20	1 Day	₦85,000	Abuja
Train the Trainer on Modern Entrepreneurship and Business Growth Skills	Sept. 14-16	3 Days	₦250,000	Abuja
Essential Soft Skills and Emotional Intelligence Required for Business Success	Sept. 29	1 Day	₦85,000	Abuja
How To Raise Money To Finance Your Business Ideas	Oct. 13-14	2 Days	₦165,000	Abuja
Mastering Techniques to Generate Profitable Business Ideas that Stands You Out	Oct.20-21	2 Days	₦120,000	Abuja
Professional Business Writing Skills	Oct. 27	1 Day	₦85,000	Abuja

Hospitality Businesses

Course Title	Date	Duration	Fee	Location
Digital Transformation in the Hospitality Industry	May 21-22	2 Days	₦200,000	Abuja
Big Data in Customer Insights for Tourism and Hospitality	June 8-9	2 Days	₦150,000	Abuja
Hospitality Licensing, Consumer Safety & Compliance Standards	Aug. 17-18	2 Days	₦140,000	Abuja
Creative Ways Hotels and Hospitality Can Make More Money	Oct. 19-20	2 Days	₦150,000	Abuja
Innovative Revenue Strategies for a Hotel Business	Nov. 23-24	2 Days	₦120,000	Abuja

Sales and Marketing

Course Title	Date	Duration	Fee	Location
Sales Risk Management and Credit Control	June 25-27	3 Days	₦285,000	Nasarawa
Reputation Risk Management in Marketing	July 2-3	2 Days	₦185,000	Nasarawa
Corporate Sales Forecasting and Budgeting	July 9-10	2 Days	₦180,000	Abuja
Institutional Marketing and Public Sector Communications	July 16-17	2 Days	₦185,000	Nasarawa
Emotional Intelligence for Sales and Marketing Professionals	Aug. 3-4	2 Days	₦175,000	Abuja
Uncommon Sales & Marketing Concepts for Exponential Business Growth	Aug.20-21	2 Days	₦185,000	Abuja
Branding and the Psychology of Sales	Sept. 17-18	2 Days	₦175,000	Abuja
Strategic Thinking through Leverage and Partnership for Sales Growth	Oct. 5-6	2 Days	₦185,000	Nasarawa

Customer Service

Course Title	Date	Duration	Fee	Location
Introduction to Customer's Services	April 16-17	2 Days	₦185,000	Nasarawa
Mastering Exceptional Customer Service Delivery	April 22-23	2 Days	₦170,000	Abuja
Intermediate Customer Service & Retention Management	May 7-8	2 Days	₦170,000	Nasarawa
Mastering Business Etiquette	May 25	1 Day	₦95,000	Nasarawa
Excellence in Customer Service (Advanced)	June 10-11	2 Days	₦185,000	Abuja
Customer Relationships Management	July 8-9	2 Days	₦185,000	Abuja

Insurance Company Sector



Course Title	Date	Duration	Fee	Location
From Fear to Trust: Rebranding Nigeria's Insurance Industry for Mass Confidence, Deeper Penetration, and Sustainable Growth	July 6-7	2 Days	₦200,000	Nasarawa
Selling Protection Without Fear: Building Empathy-Driven Insurance Brands That Nigerians Believe In, Buy Into, and Stay Loyal To	Sept 17-18	2 Days	₦250,000	Abuja

For Payment & Billing

To ensure efficient processing of transactions, please use the following account details for all remittances:



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Management Services Limited**



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