

# Regional PwC's Academy Online training catalogue for Southeast Europe



## The topics we prepared for you (click the training title for more information):



<a href="#"><u>Project Management</u></a>	September
<a href="#"><u>Business Coaching Diploma (BCD)</u></a>	September '21 – January '22
<a href="#"><u>CIPD Associate Diploma in People Management</u></a>	October '21 – October '22
<a href="#"><u>PwC's Mini MBA</u></a>	October - December
<a href="#"><u>Management Essential Skills</u></a>	October - December
<a href="#"><u>DiplFR</u></a>	October - November

<a href="#"><u>From Zero to Google; Developing and maintaining a personal brand</u></a>	October
<a href="#"><u>Coaching Skills for Managers</u></a>	September – October
<a href="#"><u>Legal Transformation Programme</u></a>	October '21 – January '22
<a href="#"><u>Effective Communication Skills</u></a>	December
<a href="#"><u>PMP PREP</u></a>	December
<a href="#"><u>Change Management</u></a>	December

[Our contacts](#)



# Project Management



Date: September 22-24, 2021

Time: 1pm-5pm CET

Price: eur 220 + VAT

Language: English



Lecturer: dr Zorana Boltić

**This program has been designed to provide understanding of the importance of project management methodology and approach, and to lead participants to develop the same approach towards project management issues. It is also designed to help reduce the stress associated with project management activities, and to increase the chances that the project will be completed on time, within budget and to the required quality.**

In addition, through practical exercises, participants will learn about the most important project management tools and techniques.

## Who is it for?

- Persons who manage diverse projects in addition to their primary daily duties
- Persons who manage projects on a daily basis
- New project managers

## After the training, you will be able to:

- Initiate, plan, execute, monitor and control, and close a project
- Understand and manage all project participants
- Manage a project with a view to achieving business goals
- Understand the processes necessary for the successful completion of a project



## Business Coaching Diploma (BCD)



Dates:

September 23-25, 2021

October 21-23, 2021

November 25-27, 2021

December 16-18, 2021

January 20-22, 2022

Exam: TBC

Time: 9am-5pm CET

Price:

Early bird: 3500 EUR + VAT until August 31, 2021

Regular: 3800 EUR + VAT until September 15, 2021

20% discount for 2 or more applications from the same company



Language: English

Lecturers: Žana Goić Petričević,  
Pilar Cabral Majerović,  
Joanna Zawada Kubik

The program aims to provide essential knowledge and coaching skills, engaging you in the practice of a qualified, professional coach.

It also supports leading teams and businesses, through a strong coaching leadership style.

**The program is certified by: International Coach Federation (ICF) i European Mentoring and Coaching Council (EMCC).**

### Who can be interested:

The course is highly relevant for managers, senior leaders, HR professionals, business skills trainers, consultants and everyone who is interested in coaching and personal growth.

### Advantages for participants:

- Adopting a coaching approach in communication with colleagues and business associates
- Higher level of self-awareness and self-control in demanding situations
- Ability to motivate team members and colleagues to progress in professional and personal development
- Overview of training tools that have proven most effective in business context
- Better relationships with clients, business partners and colleagues

### The program consists of:

156 coach training hours

15 training days

7 group supervisions

3 individual mentoring sessions

3 individual coaching sessions

5 observed coaching sessions



## CIPD Associate Diploma in People Management



Dates:

October 26, 2021  
November 1-3, 2021  
December 20-21, 2021  
February 7-8, 2022  
March 23-24, 2022  
May 9-11, 2022  
September 1, 2, 5, 2022  
October 21, 24, 25, 2022

Time: 9:30am-2pm CET

Price:

Early bird: 3000 EUR + VAT until September 01, 2021  
Regular: 3200 EUR + VAT until October 15, 2021



Language: English  
Lecturers: Milana Malešev,  
Breda Ivanović

A CIPD qualification connects you with your peers and gives you the strategies you need to increase your knowledge and skills to boost your career and make an impact.

**The program starts with an intro webinar, consists of 7 modules and 18 training days.**

**Modules:** Organisational performance and culture in practice; Evidence-based practice; Professional behaviours and valuing people; Employment relationship management; Talent management and workforce planning; Reward for performance and contribution; Leadership and management development.

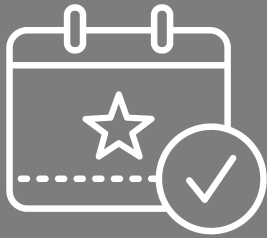
### Who is this programme for?

The CIPD Associate Diploma in People Management qualification is perfect for you if you enjoy developing and managing people. You will expand your knowledge of HR – helping you focus on what matters most to you.

### What is CIPD?

The CIPD is a professional body for experts in people at work. For more than 100 years, they have been championing better work and working lives by setting professional standards for HR and people development, as well as driving positive change in the world of work.

For this year program we are offering a flexible approach, so you do not have to take on a full program, but you may decide on the units that are your developmental focus and attend only those modules. Upon attending a separate unit, participants will receive a PwC Certificate of Attendance.



# PwC's Mini MBA

## Date and time:

October 7-9	(10:30am-4:30pm CET)
October 14-15	(3pm-7:00pm CET)
October 16	(10am-2pm CET)
October 21-22	(3pm-7:00pm CET)
October 23	(10am-2pm CET)
November 4-5	(3pm-7:00pm CET)
November 6	(10am-2pm CET)
November 18-19	(3pm-7:00pm CET)
November 20	(10am-2pm CET)
November 25-26	(3pm-7:00pm CET)
November 27	(10am-2pm CET)
December 10-11	(10:30am-4:30pm CET)



## Price:

Early bird: 2000 EUR + VAT until September 01, 2021

Regular: 2200 EUR + VAT until September 25, 2021

Language: English



Lecturers: Dr Constantine Kiritsis, Miro Smolović,  
Lazar Džamić, Tim Kemp, Nemanja Đerković

**PwC Mini MBA training program is focused on developing the most important business skills.**

The training course provides participants with a clear picture of organizations, their structure and management methodology. Participants will have the opportunity to acquire the knowledge that has value and can be used in everyday business activities.

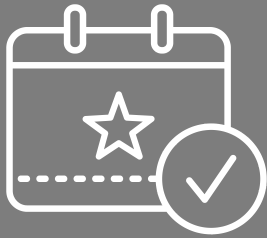
## **The program consists of 9 modules:**

- 1 and 2: Business Mapping, Ethics & Corporate Governance/ Corporate & Business Strategy
- 3: Accounting Basics & Financial Management
- 4: Project Management in everyday business
- 5: Leadership in 21<sup>st</sup> Century
- 6: Marketing in the digital age
- 7: Enabled Organization
- 8 and 9: Innovation & Creative Thinking / Linking it all together

**The training course is intended for managers at all levels in all lines of service, owners of small and medium-sized enterprises and those who intend to start their own businesses.**

Managing an organization or its segment requires specific and very often diverse business skills and knowledge. Therefore, it is very important that managers have the relevant knowledge on company's operations and understanding of company's strategy, human capital, marketing and other operational challenges.

Exclusively for this year program, we are offering a flexible approach, so you do not have to take on a full program, but you may decide on the modules that are your developmental focus and attend only those modules. For more information about open modules, please contact us.



## Management Essential Skills



Dates:

October 25, 29, 2021  
November 23, 24, 2021  
December 15, 16, 2021

Time: 09am-12:30pm CET

Price: eur 450 + VAT

Language: English



Lecturer: Tim Kemp

Series of 3 modules on key topics for professional development of successful managers.

**Module 1: Focus on Self** - the critical role and abilities of the Manager

This module will focus on the fundamentals of management functions and skills.

**Topics:** Role and importance of the Manager; Prioritisation; Expectations and clarity; Decision making; How our brains react to stress; How do we build resilience; How do we create a healthier workplace; Own image and behavior in terms of building and re-building trust

**Module 2: Focus on Others** - the impact we have on managing others

If the first module of the program was about ourselves, this module is about the impact we have on others. We will focus on how change invariably generates a range of responses in the people we manage – from resistance and disapproval to quieter denial and depression.

**Topics:** The art of delegating; The skill of giving (and receiving) effective feedback; Ways of influencing upwards; The neurological drivers that affect performance; Holding critical conversations; Dealing with unhelpful emotions; Using coaching to improve performance

**Module 3: Focus on Business** - from effectiveness to shaping trends in people management

The last module is about business effectiveness. Or, if you like, the link between individual performance and business contribution.

**Topics:** Managing performance; Defining and measuring meaningful performance metrics; Dealing with a diverse and multi-generational workforce; Creative thinking; The need for leadership; Creating high performing teams



# DipIFR



Dates:

October 13-15, 27-28,  
November 12, 24-26, 2021

Time: 9am-5pm CET

Price:

Early bird: 1100 EUR + VAT until September 01,  
Regular: 1300 EUR + VAT until October 01, 2021



Language: English

Lecturer: Marina Petrović

## What is ACCA Diploma in IFRS?

ACCA Diploma in IFRS is an international qualification in International Financial Reporting Standards, developed by the leading professional accounting organization - Association of Chartered Certified Accountants (ACCA). Obtaining this qualification will raise your professionalism in IFRS to the next level.

## Who is the DipIFR for?

This online program is intended for professionals working in accounting, audit and finance who want to take a qualification exam in International Financial Reporting and broaden their knowledge of the theoretical and practical aspects of IFRS.

## Why study with PwC's Academy?

PwC has extensive experience in providing IFRS services and trainings/ Our experts have experience in practical application of IFRD and are ACCA certified specialists. PwC provides materials designed by PwC experts with proven experience in important topics. We provide you with regular support and attention of the trainer and close control over the learning process during the whole training period. Our tutors are experienced in teaching as well as experts in IFRS, they will provide you with practical examples and implications to your practice.

## The training includes:

- Online Workshop courses
- Study materials including materials developed by PwC experts
- Advisory support of trainer during the training course and up to the exam
- Mock exam and interim tests marked by tutor and returned to students





## From Zero to Google Developing and maintaining a personal brand



Date: October 28-29, 2021

Time: 08:30am-12pm CET

Price: eur 200 + VAT

Language: English



Lecturer: Lazar Džamić

**Ex-Google strategist reveals secrets of being noticed and respected.**

### **Who is it for?**

People in various organizations, freelancers, entrepreneurs - for any business professional who wants to be at least a little bit better tomorrow in anything one does today!

The training consists of 5 modules:

### **Understanding people**

Dynamics & paradoxes driving our behavior; Belonging to a group vs. social domination; Storytelling as the basis of the self and the world; Busy world and its consequences

### **How can you get out of your own way?**

Stories you and your organisation tell to yourselves; What is your role for the people around you?; Narrative awareness: changing your narratives when needed

### **Communications styles**

Noble/military; Socratic/discursive; Reflective/relational; Managing expectations (being a grown up in the room); Aphoristical thinking

### **Storytelling your brand**

Principles of archetypal stories; What ,archetype‘/‘persona‘ are you? (practical exercise); Developing your ,mantra‘ - Google experience (practical exercise); How to make everything memorable: storytelling in practice (writing emails, memos, presentations, meeting notes, blogs)

### **Building your public presence**

Building your internal profile; Building your external profile; Linked IN/social networks/blogs/conference talks/trainings



# Coaching Skills for Managers



Dates:

September 30,  
October 1, 12, 13, 2021

Time: 9am-5pm CET

Price:

Early bird: 1200 EUR + VAT until September 01,

Regular: 1500 EUR + VAT

20% discount for 2+ participants from the same company;

20% discount for PwC Alumni



Language: English

Lecturers: Žana Goić Petričević,  
Pilar Cabral Majerović

## Designed for Professionals by Professionals

As a way of managing people, coaching differs from the traditional corporate "command and control" approach and is more and more expected from managers as a leadership style in order to positively impact their teams, and, often even beyond, the organisation as a whole.

One can argue that it is impossible for a manager to act as a coach, given his/her position. We would challenge this as possible; but, it demands high levels and quality of empathy, integrity and detachment, as well as curiosity and a determination to adopt a fundamentally different approach with ourselves and with the team.

In this training you will discover what a coaching mindset is, focusing on presence, deep listening and asking meaningful questions.

It is not about you becoming a coach, it is about acquiring coaching skills and tools that you will immediately be able to implement in your work environment. It is about leading by example for the benefits of each of your team members, to allow growth, purpose and motivation.

Have you ever wondered how much your leadership style impacts your team dynamics?

Join us now to maximise your potential as a leader and as a person.

### Who it is for?

The course is suitable for leaders, managers, line managers, team managers, HR professionals, and everyone who is interested in learning and developing coaching skills that will enhance your overall effectiveness as a leader.

### Training consists of 4 modules:

Module 1: Coaching Mindset

Module 2: Coaching skills

Module 3: Coaching tools

Module 4: Team coaching



# Legal Transformation Programme



Dates:

October 15, 20, 29, 2021

November 2, 4, 10, 17, 24, 30, 2021

December 2, 7, 9, 14, 16, 2021

January 15, 22, 27, 29, 2022

Time: from 09am CET

Price:

Level 1 eur 900 + VAT

Level 2 eur 1000 + VAT

Level 3 eur 1100 + VAT

Levels 1 and 2 - eur 1800 + VAT

Levels 1,2,3 - eur 2700 + VAT

Language: English



The Sessions and Workshops are delivered by experts from across Europe and beyond.

Our Legal Transformation Programme is focused on teaching participants how to create an innovative mindset, and how to apply technologies and business skills towards becoming more competitive and successful in a rapidly changing legal services market. During the programme, participants will experience a match of cutting edge knowledge supply and hands-on technology application through interactive lectures and workshops delivered by experts from across Europe and beyond.

This training programme is intended for legal, IT and business professionals employed with law firms and legal departments.

If you want to find out how you can become involved and take charge of an ongoing legal market transformation, our Legal Transformation Programme is for you!

## Why is this programme important?

Market research results and reports show that the top two transformations in the delivery of legal services will involve greater use of technology and greater degree of specialization. Furthermore, 70% of legal professionals have reported the lack of technology knowledge and skills, and not understanding operating systems that use technology as the top reasons for employee resistance to new technologies. More than one-half of lawyers across both Europe and the USA expect to see some impact from transformational technologies such as Artificial Intelligence (AI) and Blockchain however, less than 24% of them have reported that they understand technology ("The Future Ready Lawyer Survey", Wolters Kluwer 2019). Taking the foregoing into account, one could argue that mastering the art of addressing these challenges could be the first and fundamental requirement, not only for legal professionals but also for other business and IT professionals in the legal industry, to stay afloat and competitive in the changing legal market, which is shaped predominantly by new technologies, new competitors, increasing client expectations, technology-based regulation, and events of global magnitude (i.e. pandemics).

*This is where we come in!*

**Three training packages are available, please contact us for more information.**



# Effective Communication Skills



Date: December 15-16, 2021

Time: 10am-2pm CET

Price: eur 250 + VAT

Language: English



Lecturer: Milana Malešev

**This programme has been designed to help participants become more successful in achieving their goals through communication.**

People with good communication skills finish their tasks and achieve their goals more easily and with less stress and have better relationship with people in their environment. This programme provides a good knowledge base for everyday work and a good foundation for those who wish to further develop specific areas of communication (e.g. presentation, influencing, etc.).

## **Who is it for?**

Employees and managers who wish to become more successful in their everyday communication at work.

## **After the training you will be able to:**

- Better identify potentially problematic points in the communication process and take actions to prevent them.
- Better understand the needs of the people you communicate with and tailor your message to minimise misunderstanding.
- Choose the most appropriate communication channel to successfully convey your message.
- Make the difference between different communication styles and decide which one is the most appropriate for the occasion.
- Communicate and respond to “difficult” messages to minimize the risk of the conflict.
- Present your idea or business case with strong impact.



# PMP PREP



Date:  
December 1, 3, 6, 7, 8, 13, 14, 15  
2021

Time: 12pm-5pm CET

Price: eur 1000 + VAT

Language: English



Lecturer: Miro Smolović

**This intensive 8-day course is designed to completely prepare you for the PMP exam in a fun and effective manner - with heavily reduced studying after class!**

In addition to unique games and activities, there are exercises and techniques designed specifically to increase both learning and knowledge retention, giving students not only the knowledge they need to pass the exam in only four days, but also to become a better project manager - without rote memorisation.

## What to expect during the class?

There will be homework each day—but on the bright side, you should NOT expect forced changes to your lifestyle, or boredom of any kind. Expect to work individually and in groups, to work with games and exercises, and to participate to the fullest. Have fun, learn, and know that you are going to pass the exam!

**Course materials** will include Rita Mulcahy's PMP® Exam Prep book, PM FASTrack® exam simulation software, and Hot Topics Flashcards, plus additional materials not available to the public. The book includes hundreds of pages of detailed review materials including coverage of material not in the PMBOK®, sample exams, exercises and activities.

**Note:** these materials are included as part of the course, and you will not receive a discount on your course registration if you already own any or all of them.



# Change Management



Date: December 8-9, 2021

Time: 08:30am-12:30pm CET

Price: eur 250 + VAT

Language: English



Lecturers: Dr. Constantine Kiritsis and  
Tim Kemp

In today's dynamic business world, new changes arise from influences well beyond the control of any company.

The recent Pandemic proved that.

Every organization can benefit from creating a more effective way to manage change. Leading corporations are adopting change management as an organizational competency, viewing it as their competitive advantage.

## Our training programme aims to:

- help participants understand how to manage change practically through real cases
- understand the critical factors of different change management projects
- provide insights as how to manage change in challenging environment
- be able to deal with resistance, difficult stakeholders & lead more efficiently.

**Specifics:** The programme attempts to “drill down” into the realities of managing change and provides insights as to how to manage change in challenging environments and from personal perspective.

## The programme consists of 2 modules:

- Change in challenging environments
- The impact of change to the individual



# Contacts



For more information, please contact our office from your country:

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\* If your country is not listed,  
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