

# Your Journey to Professional Excellence



# Chart your own course to professional development.

The executive programs at the Asian Institute of Management School of Executive Education and Lifelong Learning (AIM-SEELL) put you in control. Choose the focus areas that accelerate your career and cultivate the skills to drive success. With SEELL, you will experience:

World-class instruction from esteemed faculty at AIM.

Personalized learning paths for targeted development.

A diverse network of peers to inspire and support your journey.

#### **Administration**

**Open Enrollment Programs** 

Chief of Staff Leadership Development

**Executive Assistant Development** 

Fundamentals of Public Administration and Governance

Institutions, Authority, and Political Systems in Governance

JUN

JUL

AUG

OCT

NOV

DEC

JAN

FEB

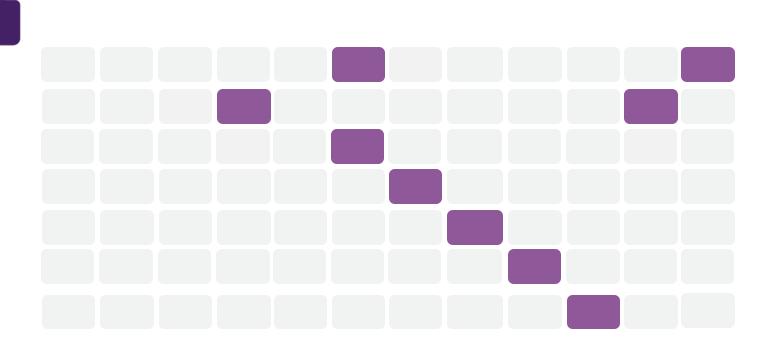
MAR

APR

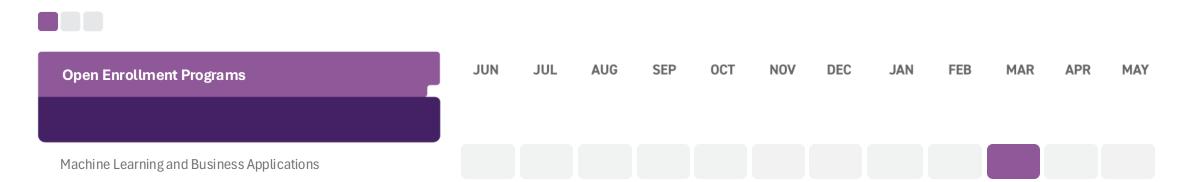
Public Sector Performance Management and Accountability

Leadership and Ethics in Public Services Across Sectors

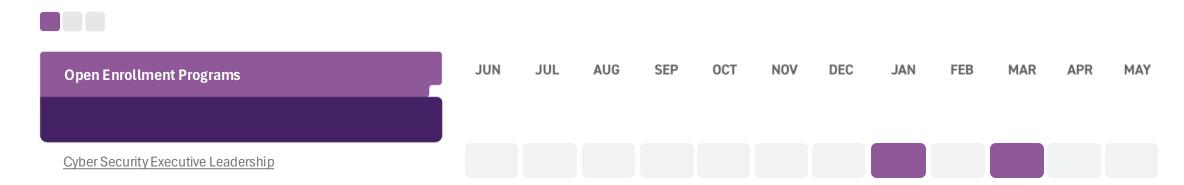
Policy- Making, Public Governance, and Partnerships



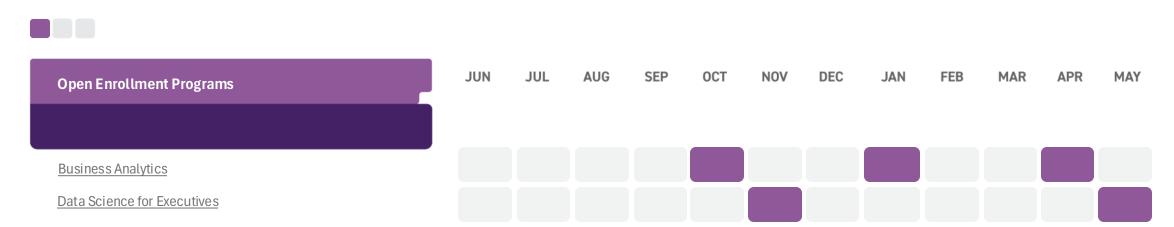
# **Artificial Intelligence and Machine Learning**



# **Data Privacy and Cybersecurity**



# **Data Science and Analytics**



# **Development and Crisis Management**

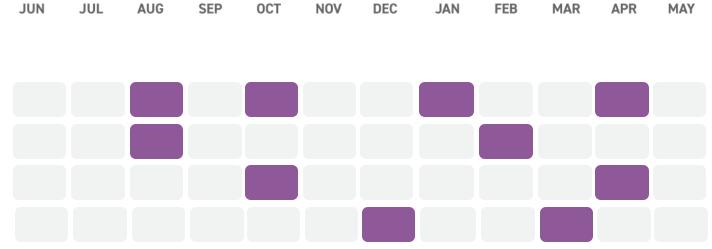


**Business Continuity Management** 

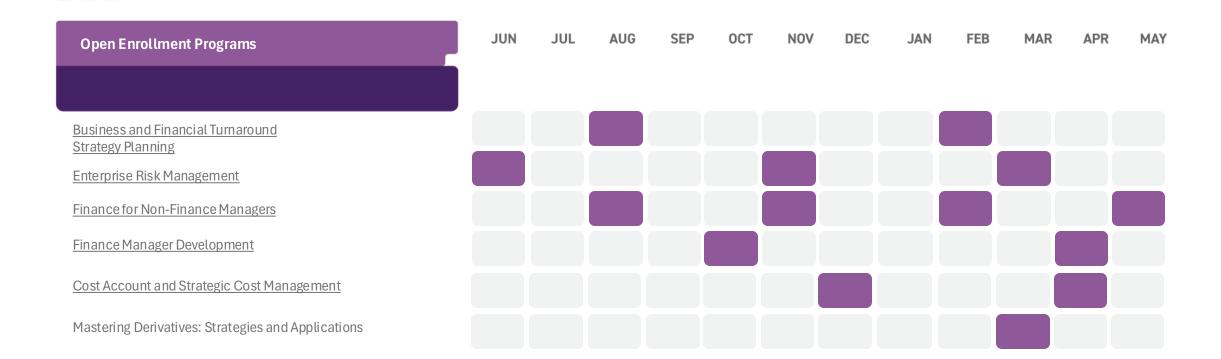
Crisis Leadership

Results-Based Monitoring and Evaluation

Strategic Disaster Risk Management and Leadership



# **Finance Management**



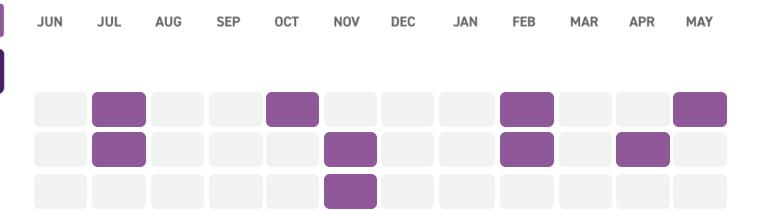
# **General Management**

**Open Enrollment Programs** 

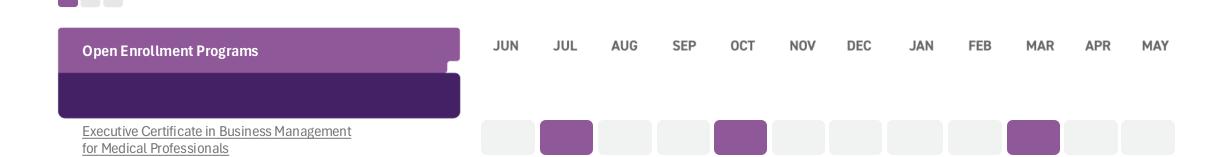
Basic Management Program

Management Development Program

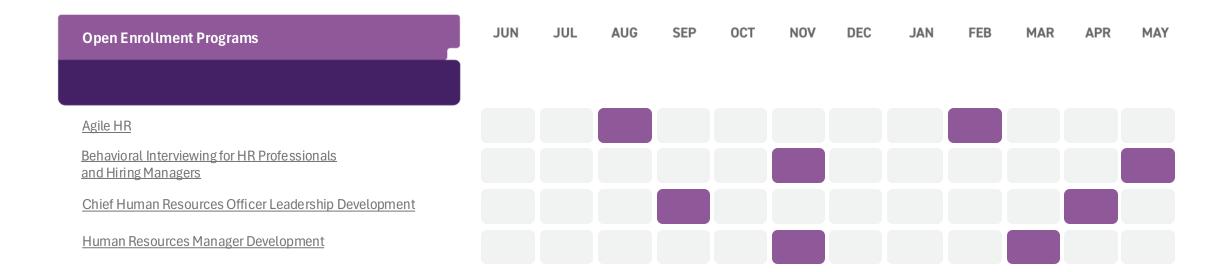
Family Business Leadership and Management



# **Healthcare Management**



# **Human Resource Management**



# **IT and Operations**

JUN

JUL

AUG

SEP

OCT

NOV

DEC

JAN

FEB

MAR

APR

**Open Enrollment Programs** 

IT Leadership and Management

<u>Postgraduate Certificate in Information Technology</u>

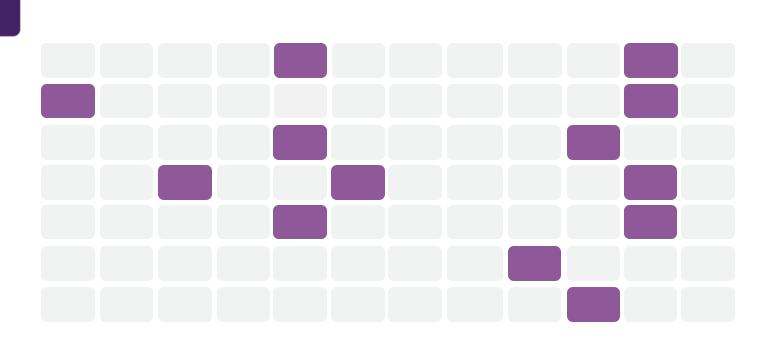
Lean Six Sigma for Business Leaders

Lean Six Sigma Yellow Belt

**Operations Management Development** 

**Leading and Managing Projects** 

Planning and Feasibility Assessment of Development Projects



# **Innovation and Digital Transformation**

JUN

JUL

AUG

SEP

OCT

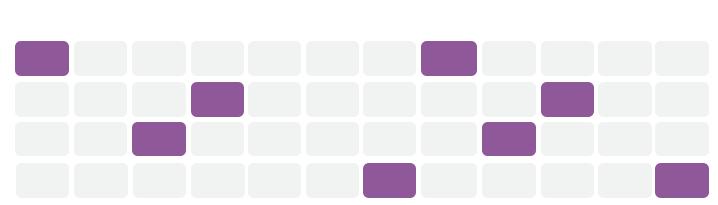
Open Enrollment Programs

Design Thinking and Business Model Innovation

**Futures Thinking** 

Leading with Agile and Scrum

Systems Thinking



NOV

DEC

JAN

FEB

MAR

APR

# **Leadership and People Management**

JUN

JUL

AUG

OCT

NOV

DEC

FEB

MAR

APR

JAN

Open Enrollment Programs

<u>Championing Change: Aligning People and Organization</u>

Coaching Skills for Leaders and Managers

Foundations of Management for First-Line Leaders

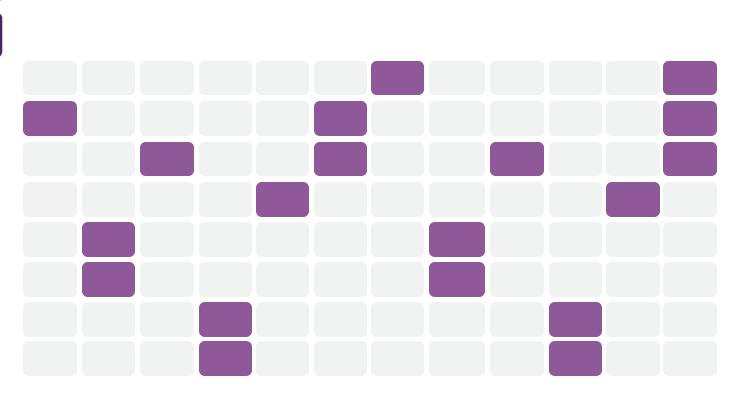
Fundamentals of Leadership

Fundamentals of People Management

<u>Persuasive and Strategic</u> Communications for Business Leaders

The Eloquent Leader

The Emotionally Intelligent Leader



# **Legal Innovation and Management**

JUN

JUL

AUG

SEP

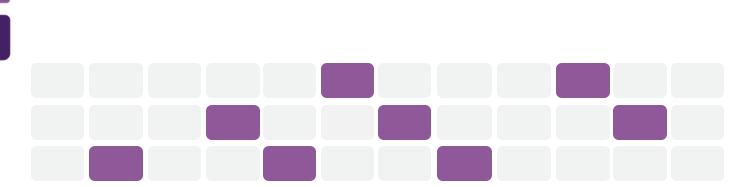
OCT

Open Enrollment Programs

<u>Future-proofing the Legal Profession through</u> <u>Technology Innovation</u>

Innovating Policy Making for Effective Behavioral Change

Law 2.0: Innovating Your Legal Practice



DEC

JAN

FEB

MAR

APR

NOV

# Sales and Marketing

Open Enrollment Programs

JUN

JUL

AUG

OCT

NOV

DEC

FEB

JAN

MAR

Chief Marketing Officer Leadership Development

**Customer Relationship Management** 

**Fundamentals of Marketing Management** 

Marketing Manager Development

Chief Sales Officer Leadership Development

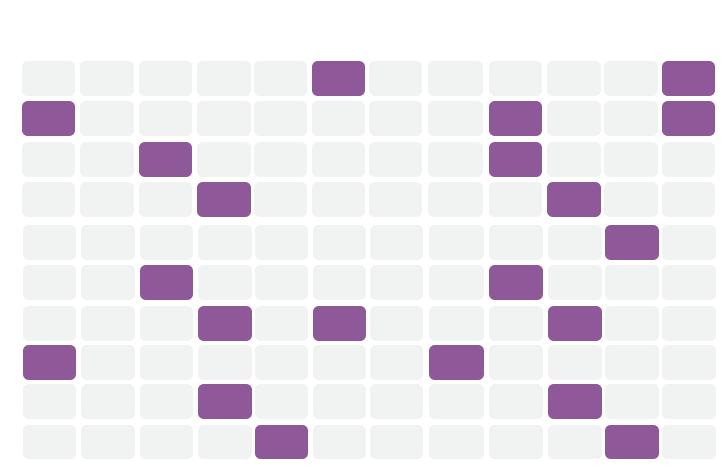
<u>Distributor Management</u>

**Driving Sales Performance** 

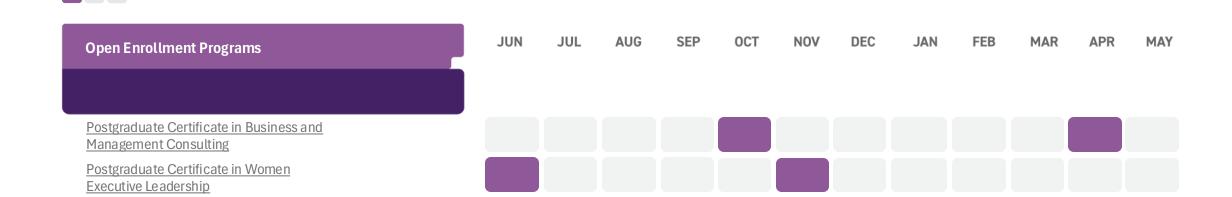
Fundamentals of Sales

Key Account Management

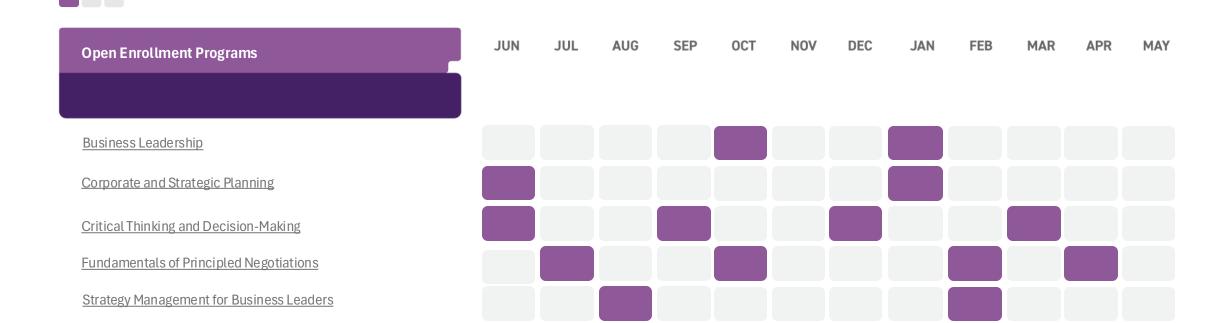
Sales Manager Leadership Development



# **Specialized Postgraduate Certificate Programs**



# **Strategy Management and Business Leadership**



# In-House Programs

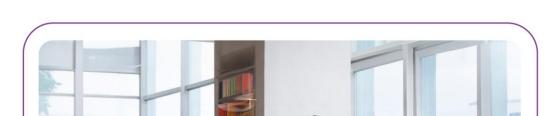
74,77

Our In-House Programs

deliver the same world-class content as our open enrollment offerings,

but with a powerful difference: they are delivered exclusively to your organization's teams or business units.

This format significantly enhances the learning experience. By grounding insights directly in your team's real-world context and challenges, we help translate knowledge into action more effectively and drive tangible results for your organization.









# Benefits of our In-House Programs

Delivered exclusively to your employees, each program fosters a collaborative environment where teams can address shared challenges, align on strategic goals, and build critical capabilities. While the core curriculum is based on one of our open enrollment programs, we adapt the delivery format, schedule, and emphasis areas to fit your organizational context—empowering your people to drive meaningful and lasting impact from within.

#### Proven and Evolving Curriculum >

Built on years of refinement for relevance and real-world impact.

#### Quick Deployment, No Heavy Lifting > 1

Skip lengthy development cycles with ready-to-deliver programs tailored to your needs.

#### Aligned Teams, Consistent Results >

Foster a shared language, enable benchmarking, and preserve institutional knowledge—creating a strong foundation for long-term organizational growth.

#### **Partnership Programs**

#### **Artificial Intelligence and Machine Learning**





Al Business Practitioner

Prompt Engineering

#### **Banking and Finance**





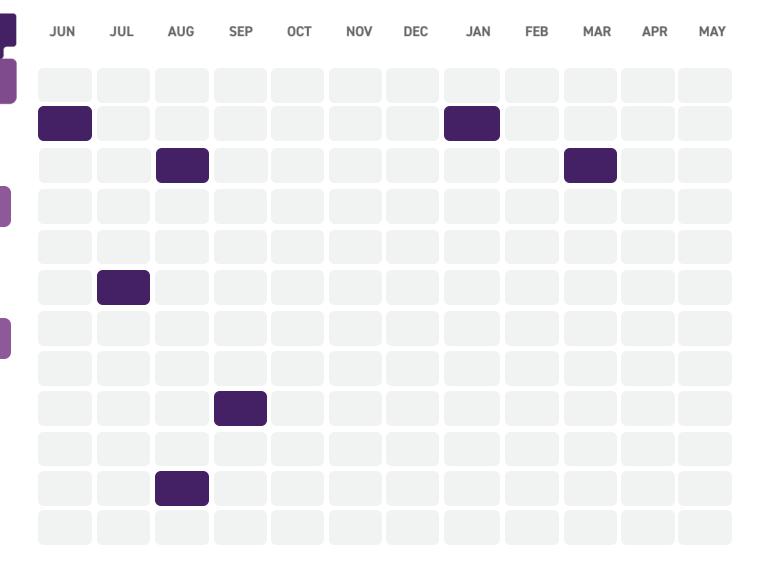
Treasury Certification Program

#### **Business Management**



Postgraduate Certificate in Startup Business Management

Postgraduate Certificate in Business Management for Chefs and Restaurateur



#### **Partnership Programs**

**Human Resource Management** 



Human Resources Manager Development

#### **Leadership and Management**



Customer Experience Leadership and Management

#### **Marketing Management**

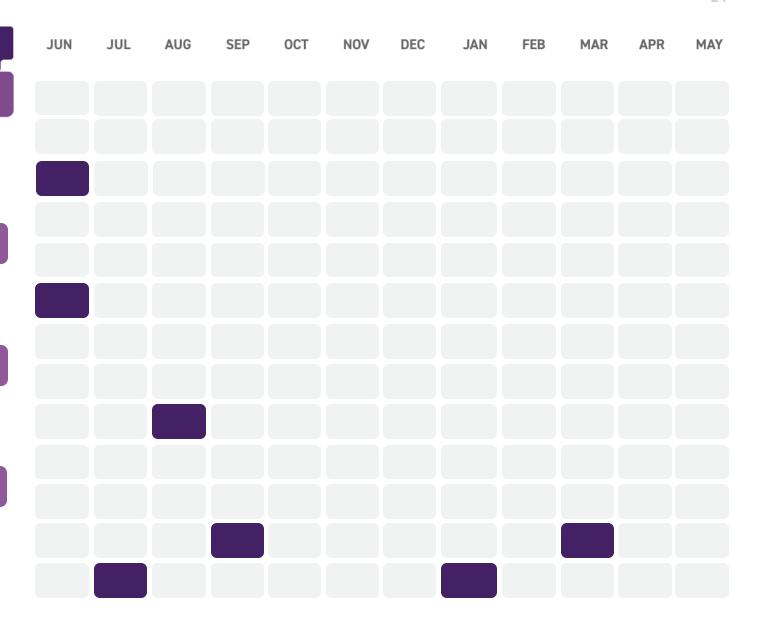


Brand and Marketing Manager Development

#### **Operations Management**

Lean Six Sigma Black Belt

Lean Six Sigma Green Belt



#### **Partnership Programs**

**Specialized Post-Graduate Certificate Programs** 



Postgraduate Certificate in Management Accounting with Online CMA® Review

#### **Strategy Management**



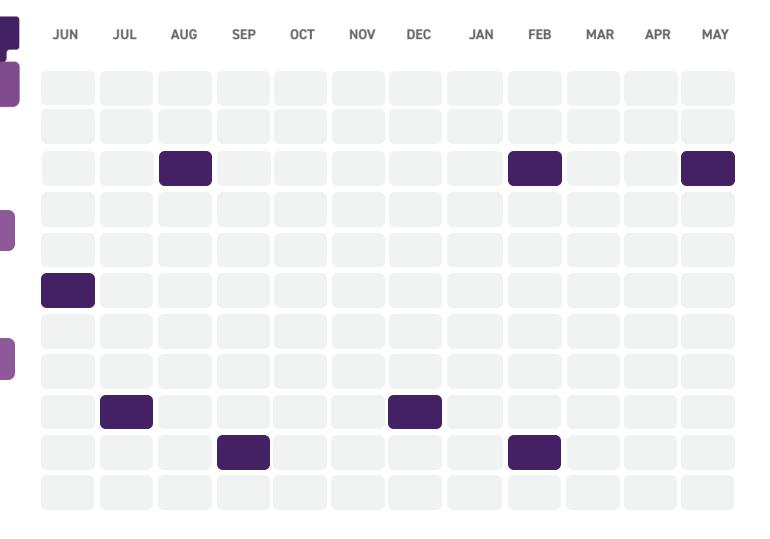
Strategy Management and Development

#### **Data Privacy and Governance**



Data Protection Officer

Data Protection Officer Executive Certificate



# Custom Programs

Our Custom Programs put you in control, allowing you to design a learning experience tailored to your team's unique needs. By combining selected relevant and leading frameworks and mental models into a single, cohesive curriculum, you can build a targeted, multi-topic training experience that directly aligns with your organization's specific development goals.

These programs can be applied to a wide variety of industries, including but not limited to:

# SEELL Custom Programs empower your workforce to achieve greater success.

Banking and Financial Services

Construction, Real Estate, Hospitality

Healthcare

Infrastructure

Industrial and Utilities

Holdings (Conglomerates) and Non-Profit

Digital Transformation

Information Technology, Business Process Outsourcing, and Human Capital Services

Renewable Energy

Fast-Moving Consumer Goods, Retail, Pharma, and Healthcare

Manufacturing

The delivery methods are flexible, offering live onsite classes at the AIM campus or a hybrid approach combining online learning and recorded lessons.

Designed for today's dynamic professionals, our Stackable Postgraduate Certificate Courses offer a flexible, personalized approach to lifelong learning. Choose from a range of focus areas, stack courses at your own pace, and earn prestigious credentials that

- > strengthen your professional brand
- > and open doors to new leadership opportunities.

# Shape Your Success with Stackable Certificate Courses

# Postgraduate Certificate Courses SEELL

offers postgraduate certificate courses in various areas of concentration and discipline:

- Artificial Intelligence and Machine Learning
- Innovation and Digital Transformation
- Information Technology Management

Credentials can be earned over time, stacked towards earning a Postgraduate Diploma in Management, thus building your qualifications that lead to more career opportunities, advancement, and potentially high-paying jobs.

- Development and Crisis Management
- Customer Experience and Management
- Cybersecurity and Management
- Strategy Management and Business
- Public Administration and Governance
- Human Resource Management
- Leadership and People Management
- Legal Innovation and Management

- Economics
- Administration
- Data Science and Analytics
- Banking and Finance
- Finance Management
- Operations Management
- Data Privacy and Governance
- Project Management
- Healthcare Management
- Sales Management

# Stackable Units

Participants who accumulate

a minimum of 5 unitswithin 2 years can earna Postgraduate Certificate

depending on the area of concentration, or

a total of 20 units can earn them a Postgraduate Diploma in Management

regardless of the focused subject area.



- Postgraduate Certificate in Basic Management
- Postgraduate Certificate in Mangement Development
- 5 Postgraduate Certificate in Administration
- 5 Postgraduate Certificate in Artificial Intelligence and Machine Learning
- 5 Postgraduate Certificate in Banking and Finance
- Postgraduate Certificate in Customer Experience and Management
- 5 Postgraduate Certificate in Cybersecurity and Management
- Postgraduate Certificate in Data Privacy and Governance
- Postgraduate Certificate in Data Science and Analytics
- Postgraduate Certificate in Development and Crisis Management

- 5 Postgraduate Certificate in Finance Management
- 5 Postgraduate Certificate in Human Resource Management
- 5 Postgraduate Certificate in Information Technology Management
- Postgraduate Certificate in Innovation and Digital Transformation
- 5 Postgraduate Certificate in Leadership and People Management
- 5 Postgraduate Certificate in Legal Innovation and Management
- 5 Postgraduate Certificate in Public Administration and Governance
- 5 Postgraduate Certificate in Strategy Management and Business
- Postgraduate Diploma in Management

- 5 Postgraduate Certificate in Healthcare Management
- 5 Postgraduate Certificate in Sales Management
- 5 Postgraduate Certificate in Project Management
- 5 Postgraduate Certificate in Operations Management
- 5 Postgraduate Certificate in Economics
- 5 Postgraduate Certificate in Sales Management

# **Testimonials**

Enrique Jaime T. Hilario Data Analyst, Manila Bulletin Business Analytics Program





This program gave me the confidence to inspect databases, extract data, as well as process and analyze it for business decision making. I highly recommend this program to anyone who wants to become a data analyst since these are essential skills. The power of interpreting and analyzing data is very crucial and could dictate a company's course of action.





When we first thought about building the capacity of our patient leaders, of course I talked to other institutions, but it was really the School of Executive Education and Lifelong Learning through Professor Albert that we saw a very comprehensive module and certificate course.





#### Karen Villanueva

President, Philippine Alliance of Patient Organization (PAPO)

Postgraduate Certificate in Health and eadership Management Program



### Visit aim.edu for more details



School of Executive Education and Lifelong Learning, Asian Institute of Management Eugenio Lopez Foundation Building, Joseph R. McMicking Campus 123 Paseo de Roxas, Makati City Philippines 1229

For inquiries, please contact us at:

SEELL@aim.edu | +632 8892 4011 | www.aim.edu