

**INFOCREDIT PROFESSIONAL EDUCATION (IPE)**  
**TRAINING CALENDAR – 2<sup>nd</sup> SEMESTER 2019**

COURSE TITLE	DATES	CPD	LOCATION	TRAINERS
*NEW!* CySEC - Cyprus Investments Firms Advanced Certification	04/10, 05/10, 11/10, 12/10	18	NICOSIA – SEMELI HOTEL (Clio)	Markos Bota & Chrysostomos Kalos
	08/11, 09/11, 15/11, 16/11		LIMASSOL – CURIUM HOTEL (Cornaro)	
Excellent Customer Service	22 & 23/10	14	NICOSIA – SEMELI HOTEL (Clio)	Christos Nicolaou
*UPDATED!* Anti-Money Laundering & Counter Terrorism Financing – Basic Principles & Practices	31/10	6	NICOSIA – SEMELI HOTEL (Clio)	Nassos Paltayian
	07/11		LIMASSOL – CURIUM HOTEL (Cornaro)	
Practical Credit Risk Policy & Debt Collection	15 & 16/10	11.5	NICOSIA – SEMELI HOTEL (Clio)	Nicos Ioannou
	13 & 14/11		LIMASSOL- CURIUM HOTEL (Cornaro)	
Sales Skills	13 & 14/11	14	NICOSIA – SEMELI HOTEL (Clio)	Antonis Poupazis
*UPDATED!* Anti-Money Laundering & Counter Terrorism Financing – Blockchain & Information Security	14/11	6	NICOSIA – SEMELI HOTEL (Clio)	Nassos Paltayian
	02/12		LIMASSOL – CURIUM (Cornaro)	

<b>*NEW!*</b> Effective Leadership & Management	19/11 & 26/11	14	NICOSIA – SEMELI HOTEL (Clio)	Anna Xinisteri
Win-Win Negotiations: Tactics & Skills	26/11	7	NICOSIA – SEMELI HOTEL (Nefeli)	Melina Karaolia
<b>*UPDATED!*</b> MiFID II - Overview and Updates	27 & 28/11	10	NICOSIA – SEMELI HOTEL (Clio)	Chrysostomos Kalos & Demetris Hadjiosif
Improvement of Business Productivity Using the Project Management Methodology (PMI)	05 & 06/12	14	NICOSIA – SEMELI HOTEL (Clio)	Andreas Solomou
<b>*NEW!*</b> Product Governance for Investment Firms	12/12	6	NICOSIA – SEMELI HOTEL (Clio)	Chrysostomos Kalos & Demetris Hadjiosif
<b>*NEW!*</b> Marketing of Financial Instruments & Regulatory Requirements	18/12	6	NICOSIA – SEMELI HOTEL (Clio)	Chrysostomos Kalos & Demetris Hadjiosif

Dates are subject to change. To view the full list of IPE seminars, [please click here](#)

Notes:

- IPE open courses are approved and subsidised by HRDA.
- Open courses can be offered as in-house training, customised to clients' business needs.
- IPE can develop new subjects upon request.

Please visit our website <https://ipe.com.cy> for detailed course information or contact us directly at 22398221/22398222.

Kind regards,

*Infocredit Professional Education team*