



ADA University Executive Education Newsletter

Welcome to the Quarterly Issue of Executive Education Newsletter. This newsletter contains the activity of Executive Education during January - July 2019 academic period.

In 2019, Executive Education has developed and delivered a number of professional development programs for 179 professionals in total. Our programs' participants were 126 junior, mid-career, and senior professionals from 23 different organizations in business and government sectors and international companies in Azerbaijan also 34 diplomats, civil servants and professionals from 12 European, Asian and American countries.

Custom Programs

During this academic period, we continued close cooperation with corporate and government sectors and delivered a number of custom programs for AzerGold, Kapital Bank, and DOST Agency.

"Advanced Project Management" for AzerGold CJSC

On April 4-5, a training program on "Advanced Project Management" by Mr. Anar Imamverdiyev, Project Manager, BP Azerbaijan was delivered for 20 mid-level

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Under the slogan Learn, Grow Perform Differently ADA University Executive Education equips government and business professionals with dynamic and long lasting skills through programs to help them meet the challenge of change!

The Executive Education is continually evolving to meet the growing needs of businesses and government by creating new tailor-made programs. Our goal is to meet our clients' needs quickly, flexibly and effectively as possible.

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professionals of AzerGold, covering a set of comprehensive and practical tools and techniques to identify clear project objectives and detailed project requirements, manage project constraints including scope, quality, cost and time.



"Negotiation Skills" for Kapital Bank

On April 18-19, "Negotiation Skills" training program was delivered for 20 junior and mid-level employees of Kapital Bank. The 8-hour training program by Mr. Azad Jafarli, Chief of Administration, ASAN Service, enabled participants to achieve better results in negotiations, build confidence in their bargaining power and improve negotiations by influencing others, build positive, productive relationships with all parties at the table.



"Capacity Building Program" for DOST Agency



During May 4 - May 25, Executive Education conducted the "Capacity Building Program" for 40 social agents and call center representatives of DOST Agency which consisted of 3 different topics: Communication Skills, Stress Management, and People & Conflict Management. The program instructors were Ms. Aygun Hajiyeva, Associate Vice-Rector for Executive Education, ADA University, Halima Gamarlinskaya, Independent Trainer and Sabina Zamanova, Partner, Tandem.

The program gave a unique chance to participants to strengthen their knowledge on identifying common and personal barriers to effective communications, learn how to become an assertive communicator in workplace, understand emotional intelligence, sharpen their knowledge on managing and resolving conflicts and to learn techniques for effectively managing workplace stress, to improve productivity and personal well-being.



Open Enrolment Programs

During this academic period, we have conducted 3 Open Enrollment Programs for 34 participants from 16 companies such as Pasha Holding, Pasha Insurance, Pasha Life insurance, Kapital Bank, Golden Pay, Coca-Cola, Worley, PMD LLC, Azercell and etc.

On April 8-10, "Finance for Non-Finance Managers" program by Dr. Alovzat Muslumov, Adjunct Faculty of Business School, ADA University, allowed the participants to learn fundamental financial skills, how to read financial reports, identify relevant cost information, assess performance, analyze working capital, discounted cash flow and capital expenditures.



On May 30-31, "Negotiation Skills for Effective Managers" training program by Ms. Nargiz Nasrullayeva, Advisor to CEO, SOFAZ, showed the

participants the benefits of looking beyond the tactics at the table and taking a 3D approach to negotiations.



On June 11, "Leadership Effectiveness for Women in Business" masterclass by Ms. Zarina Zeynalova, Chartered FCIPD, helped female managers to increase their level of self-awareness and to explore their experience of what it takes to be successful as a woman leader.



UPCOMING OPEN ENROLMENT COURSES FALL 2019

Government Programs

**Turkic Council Junior Diplomats 6th Joint
Training Program**



On May 12-26, ADA University hosted the 6th Joint Training Program of Turkic Council Junior Diplomats. The training program lead by the Turkic Council was implemented with the close collaboration of ADA University Executive Education.

The young diplomats from member countries of the Turkic Council and brother countries — Hungary, Turkmenistan, Uzbekistan grab an opportunity to obtain cutting-edge knowledge on modern diplomacy, foreign policy, and also historical and cultural background of the Turkic-speaking States. The distinctive guest speakers from diplomatic corps and international experts delivered a wide array of lectures on how to perform more effectively in a multilateral environment and also provided the diplomatic specialists with practical guidelines about creating a collaboration at international level.

The program was a unique platform for junior diplomats

who were seeking for an added value in diplomacy.



Advanced Foreign Service Program

French Language Courses for Foreign Service Professionals

On February 28, ADA University Executive Education launched a brand-new French Language Courses for Foreign Service Professionals within Advanced Foreign Service Program. The course was designed for the diplomats from the Ministry of Foreign Affairs of the Republic of Azerbaijan. 9 diplomats were enrolled and successfully completed the course on May 30. The language instructor was Mr. Rafiq Askerov, Institut Français Azerbaïdjan (IFA).



13th Annual Baku Summer Energy School (BSES 2019)



The Baku Summer Energy School (BSES) has successfully completed another summer session (July 6-20), which brought together 31 energy sector professionals, academics and engineers to better understand the role the Caspian basin plays in global energy markets.

The two-week certificate program has been coordinated by Executive Education and Caspian Center for Energy and Environment (CCEE) at ADA University in partnership with the State Oil Company of the Azerbaijan Republic (SOCAR) and BP.

This year's program brought world-renowned scholars, academics and policy makers together to gain a better understanding of global energy markets and environmental issues. Participants and speakers came from 9 different countries, including France, Greece, Australia, Hungary, Mexico, Vietnam, Turkey, the U.S. and the UK.

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