

## DISCOUNT SCHEMES

The following types of discounts are offered.

All CORD Programs adhere to the concept of equivalence, regardless of mode of delivery. This discount scheme shall use face to face programs as basis.

1. A **Non-profit/Government/NGO Discount (NPD)** is given to employees of PMAP, ODPN, PAP, PAHRODF, PSTD, Government, Non-Profit Institutions and Non-government organizations. The following discount applies if paid one (1) month before the run date.
  - a. 3-day or more program – less P1200
  - b. 2-day program- less P800

*See examples below for online programs:*

- Talent Management (4-day) full rate is Php 16,000.  
Php 16,000. – Php1,200. = Php 14,800. Discount rate
- Training Assistant Development Program (2-day) full rate is Php 8,500.  
Php 8,500. - Php 800 = Php 7,700. Discount rate

2. An **Early Eagle (EE)** discount if paid two (2) months before run date.
  - a. 5 or 6-day program – less Php 2000
  - b. 4-day program – less Php 1600
  - c. 3-day program – less Php 1200
  - d. 2-day program - less Php 800

*See examples below:*

- Performance Rewards Management (5-day) full rate is P 18,000.  
Php18,000 – Php 2,000 = Php 18,000 → Discount rate is P 16,000.
- Foundations of Organization Development (5-day) full rate is Php 36,000.  
Php 36,000- Php 2,000 = Php 34,000.
- Talent Management (4-day) full rate is Php 16,000.  
Php 16,000. – Php1,600. = Php14,400. Discount rate
- Training Assistant Development Program (2-day) full rate is Php 8,500.  
Php 8,500. - Php 800 = Php 7,700. Discount rate

3. **Special Price (SP)**: A special price is given to Ateneo de Manila University employees, Jesuits, and Jesuit-affiliated organizations (e.g. CEFAM, Emmaus, Simbahang Lingkod ng Bayan, EAPI, Fr. Bulatao Psychological Services, Loyola Schools, Pathways). They get 50% off the course fee if paid before the

run date. This condition applies if only one (1) representative is sent per program. In excess of one (1) representative, they may avail of the affiliate discount.

4. **Diploma Discounts** are given to committed participants who will finish the diploma program within 3 years.
  - a. **10% Discount** For participants who are decided to take a diploma but cannot afford the full rate discount package, may avail of the 10% discount per course. They have to signify their interest in pursuing a diploma and submit required document which is any of the following: college transcript of records, college diploma, or certification that the participant is a graduate of the college of university. This can be applied to DSHRM.
  - b. **10% Discount on Succeeding Courses**  
For participants who initially are undecided but later decides to take the diploma may avail of 10% discount on succeeding courses they will take. They have to complete the required courses within 3 years or they forfeit the 10% discount. This can be applied to DSHRM

#### 5. **Full Package Discount**

##### a. **Online - DOD Intensive Program Discount:**

Course fee is P 180,000. Participants may avail of the discounts below:

- *20% discount upon full payment.* Investment cost of the entire DOD Intensive is One Hundred Eighty Thousand (Php 180,000.00). Outright full payment will then be One Hundred Forty-Four Thousand (Php 144,000.00).
- *60-40 staggered payment.* One Hundred Eight Thousand (Php 108,000.00) before attendance in the first course; the balance of Seventy-Two Thousand (Php 72,000.00) will be payable before the OD Interventions course.

##### b. **Build Own Diploma Package Discount:**

Participants can avail of the full Package for Diploma in SHRMD while building their own diploma. They can avail of 25% for all courses if paid up front or upon enrolling in the first course. They have to specify the courses they will take before the first course and settle the full payment a week prior to the run.

## **6. Succeeding Course One-Time Payment**

For participants who have attended and paid for the first course and wish to pay the rest of the courses in bulk with discounted price may do so. Conditions for this are as follows:

- a. Payments will be twice only—The first course and the remaining courses.
- b. Bulk discount is 25%.
- c. No retroactive discounts will be given. Thus, the 25% on bulk discount shall no longer apply to the first paid course.
- d. Participants may avail of a discount (e.g. Early Eagle, Non-profit etc) on the first course and then avail of Succeeding Course One-Time Payment for the remaining courses.

## **7. Senior / Persons-with-Disability Discount**

Participants over the age of 60 or PWDs may avail of 20% Discount on programs with a duration of 2 or more days. Seniors / PWDs have to present their IDs.

## **8. Learning Bundles Discount**

For participants who wish to enroll for more than one course, they may avail of this discount and avail of 15% for each course.

- a. Learning & Development Bundle: Participants have to register for and attend all the courses below to avail of the discount.
  - Facilitating Adult Learning (May 3 – 28, 2021)
  - Learning Design and Evaluation (May 17 – 24, 2021)
  - Training Assistant Development Program (Aug. 18 – Sept. 1, 2021)
- b. Human Resources Bundle: Participants have to register for and attend all the courses below to avail of the discount.
  - Competency-Based HR management (April 2021)
  - Fundamentals of Data-Driven HR (April 5 – 29, 2021)
  - Performance and Rewards Management (May 4 - June 1, 2021)

This discount scheme could be changed depending on the slots availability and implementation is subject to the Program Manager's decision. Different individuals can attend the different courses.

### **III. Implementing Guidelines**

1. Only one (1) discount applied at one time. The higher discount applies.

2. Failure to pay on specified dates in the Statement of Account will (e.g. For EE, 2 months or for NPD 1 month before the program start date) will forfeit the discount. *(This note included in statement of account (SOA) issued to the participants and finance contact of the organization.)*
3. Effectivity of the Discount Scheme is from January 1, 2021 to December 31, 2021.
4. Participants pursuing the diploma have to signify their interest in pursuing a diploma and submit required document which is any of the following: college transcript of records, college diploma, or certification that the participant is a graduate of the college or university. Additional requirements for Diploma in OD are the current curriculum vitae, career summary and pre-course questionnaire.
5. Full package discount rates are available. However, courses in the diploma should be completed within three (3) years. If one is unable to complete the courses within the 3-year period, participants will be charged the balance of the current full rate. Also, he/she should submit a letter.
6. Full package discount for DOD (Face to face) is 25% off the total diploma fee of P 209,000. if paid up or before the first course. Package rate is P 156,750.
7. No retroactive discounts will be applied.

#### IV. Possible Frequently Asked Questions:

1. Can I have several type of discounts at the same time (e.g. early bird and 2<sup>nd</sup> course discount)?
  - No. Only 1 discount applies per course. The higher discount is applied.
2. Can I extend the years of finishing my diploma?
  - This will depend on the following reasons such as illness, death in family, an emergency, or course cancellation. Supporting documents must be presented.
3. What if I don't finish the course within three years, what will happen to my full package registration fee?
  - If one is unable to complete the courses within the 3-year period, the remaining courses not yet taken will based on the current full rate. They will be charged the balance of the current full rate.

4. What if I cannot afford to pay the full package discount rate, what discount can I avail of?
  - You may avail of the 10% discount on each course valid for three years for DOD and DSHRM.