



Developing High-Performance Employees

A customized motivational skill training to develop the positive working attitude of the employees in the sales and servicing industry

Creating the winning working team with the right attitude is a challenging process. Merely referring to a collection of employees as a team doesn't make them one. The first question to ask is, is this a team or a group? Each has a purpose. Typically, a team shares leadership and is interdependent, meaning they depend on each other for information, services or products to achieve a team goal. Success in any organization is based upon its employees and their ability to work together as a team. Nevertheless, it takes a lot of work to get individuals at various levels with divergent personalities and skill sets all operating as a cohesive whole.

Course Outline

Module 1

Understanding your Personal Working Style

Module 2

Developing the Leader in You

Module 3

The Path of Building the Winning Attitude

Module 4

Creating the 'we' Culture

Module 5

Choosing the Internal and External Language

Module 6

How to move a Mountain

Module 7

Quality of Greatness in a Winning Team

Module 8

Sustaining Long Term Success and Joy at Work

Key Objectives

- Learn the effective ways in how they can contribute to their full potential in understanding their individual working strengths and weaknesses.
- Identify individual roles and behaviors that contribute to a positive working environment which ultimately improves the overall productivity of an organization.
- Feel like part of a team in embracing the value of teamwork and understanding the critical factors in working in a team.
- The essential skills in problem-solving, conflict resolution and receiving feedback in a positive manner which will contribute to the positive working culture.

Methodology

We believe in the learning process, not just in information delivery, so the methods of our training are critical because it transfers information in a way that we want our participants to be able to transform and also practice in their daily lives. Our training program is crafted in a way that it promotes the “experiential learning process”. In our training program, we include the activities such as, role plays, group discussion, demonstration, games, theoretical teaching and other activities.