

LINGUS TRAINING & CONSULTING

Break Through to Business Excellence

A two-day programme for people who want to succeed

Programme Director: Selda Ergökçen

9-10 May 2009 (Dedeman-İstanbul)

Instructor: Ralph Watson



Introduction

Now, more than ever, organisations and businesses of all sizes are looking at how they can combat the difficult challenges of increasing profits and reducing costs. This programme will help you to achieve that!

Who should attend this programme?

Already heavily booked at events in the UK, this programme has something for everyone interested in improving their business and themselves. Past participants include:

Family business owners	Entrepreneurs
Directors of corporate organisations	Managers at every level of seniority and experience
Sales people	Engineers
Financial Managers and staff	Customer Care professionals
Healthcare professionals	HR professionals
Teachers and Trainers	

What will you learn?

Designed and delivered by leading business consultant and NLP Master Trainer, Ralph Watson, this powerful short programme will enable you to:

- Create effective, motivating goals
- Plan, strategically, to deal with every foreseeable event
- Motivate others to achieve
- Communicate effectively, influence and negotiate to win
- Build strategic networks that get things done
- Manage your emotions in stressful situations

How will you learn all this?

Your guide on this fast-paced and fun journey will be Ralph Watson. Ralph is a leading specialist in Emotional Intelligence, Accelerated Learning and NLP. He will use a lively mix of lecture, discussion, demonstration, group work and open question sessions. His down to earth style and vast experience will ensure that this will probably be the best training investment you will make this year!

The Programme at a glance

This lively, fascinating programme will cover:

- The Four Pillars of business success
- Setting effective goals
- The difference between ends and means
- A study of impact – how do our goals affect others?
- The art of high-power communication
- Load your language for success
- Understanding motivation – how to get people to walk the extra kilometre
- Right person = right fit – recognising personalities and how to utilise them
- Patterns of persuasion – getting people to say yes
- The two-minute proposal – probably one of the most effective business tools you will ever discover
- Planning with a difference – a new perspective on strategic planning

Introducing your guide

Ralph Watson is a professional Consultant with an international track record of success. To date, he has worked with organisations and individuals from over 30 countries including the UK, Western and Northern Europe, China, Russia, Turkey, the Middle East and the USA. His specific areas of expertise are:



- Leadership Development
- Coaching
- Conflict resolution
- Negotiating
- Trainer Training
- Personal development

Ralph is currently engaged in two major projects – design of a Foundation degree in NLP for the Open University network and a Mini MBA programme for Talent Pool leaders that will launch in late 2009.

Ralph's credentials include:

- Diploma in Business Administration
- Member of the Institute for Leadership and Management
- Organisational (formerly Founding) Member of the Association for Coaching
- Master Trainer of NLP and Coaching
- Accredited Member of the Association for NLP (ANLP)
- Visiting Lecturer, Faculty of Business, health and Cultural Studies, University Centre, Newham College, London
- Visiting Lecturer in communication issues, Birmingham University

*** Katılımcı profiline göre; Program İngilizce sunulabilir veya çeviri yapılabilir.**

PROGRAM HAKKINDA:

Süre: Cumartesi-Pazar günleri; 09:30– 17:00 saatleri arasındadır. Program, toplam 2 gün/12 saat sürecektir.

Eğitim Ücreti: 650 YTL + KDV (2 gün/kişibaşı)-öğle yemeği/ikramlar ve dökümanlar dahildir.

Katılımcı Sayısı: Max. 20-25 kişi

İndirim ve Taksit: TKYD-Türkiye Kurumsal Yönetim Derneği, GYİAD, Expertexim U.T.A. Sertifikası sahipleri, Eğitimcileri ve JCI üyelerine **%10** indirim uygulanmaktadır. Grup veya kurumsal avantajlarınızı lütfen bize danışın.

Sertifikasyon Süreci: Bu Program, tüm dünyada üst düzeyde başarıyla yer almış bir akademisyen tarafından gerçekleştirilecektir. Programı %80 katılım ve başarıyla tamamlayan katılımcılara **ANLP** ve **Lingus Akademi**'nin uluslararası geçerli sertifikası takdim edilecektir.

Bütün NLP Programlarımız, International NLP Trainers Association ve Association for NLP (ANLP) garantisi taşımaktadır.



Başarılarınıza katkı sağlamak dileğiyle....



Selda ERGÖKÇEN

**NLP Master Trainer &
Hypnosis Master Prac.
Management Science Consultant**

İletişim ve Başvuru:

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