

COACHING FOR PERFORMANCE & RESULTS



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TARGET AUDIENCE

Senior Management and Executive Team Members

TRAINING OUTLINE

1. Day 1

- a. Introduction to Success Foundation
- b. Course Overview and Coaching Self-Assessment
- c. Successful Coaching Environment: Lead/Coach Effectively With Trust and Respect
- d. The Effective Coaching Process

2. Day 2

- a. Effective Coaching Techniques
- b. The 4-Steps Structured Coaching Method
- c. Hands-On Practice: Coaching Techniques & the 4-Steps Structured Coaching Method
- d. Case-Study Hands-On Practices to Coaching Effectively & Successfully

3. Day 3

- a. 3Rs – Review/ Reflect/ Report: Participants’ Progressing Reporting (Parker Pen Awards Recognition)
- b. Driving Your Point Across Convincingly and Persuasively
- c. Implement, Monitor, and Follow-Through
- d. Coach the Coachee Progress Presentations
- e. Coaching Breakthroughs – Individual Breakthrough Performance/Results

DURATION

3 Days (9.00 am – 5.00 pm)

TRAINING DATE(S) & VENUE

18 & 19 April 2018 @ PSDC, Penang

COURSE FEE

RM2,900/participant (excluding 6% GST). Course fees are HRDF claimable under the SBL Scheme.

TRAINER'S PROFILE

DR ROSLI ISMAIL, SENIOR MASTER TRAINER

Dr Rosli Ismail has more than 30 years of experience in training leaders and the workforce. He was the first Malaysian to be licensed as a Dale Carnegie® Licensed International Master-Trainer in the country and was responsible for training and developing new trainer-candidates in getting their licenses. He is also a Dale Carnegie® Licensed International Trainer and is able to conduct all Dale Carnegie® training courses.

Dr Rosli is a 2-time recipient of the Excellence in Instruction Award (2001/02 and 2003/04), which is conferred annually to only 20 recipients from among more than 2,000 licensed Dale Carnegie® trainers worldwide. He was also awarded the Platinum Club Award (Highest Sales Category – 8th in the world) in year 1998/99 and the Gold Medalist Award for achieving the Highest Sales Growth in 2000, 2001, and 2002 (Individual Category) in the Asia Pacific/Africa Region.

Throughout the years, Dr Rosli has been invited to speak at numerous conventions and conferences, both locally and abroad. He was a speaker at the AIG Convention 2000, held in Seoul, South Korea and AIA Convention 2005 in Dubai, UAE. He also spoke at many local conferences and seminars organised by large corporations such as DRB-HICOM Group, FABER MediServe Group, AIA, MRCB, AmAssurance, UEM GROUP, Maybank, Media Prima Group, Great Eastern, SYABAS, Petronas Group, and PNMB. He was also a former resource speaker/lecturer for the Malaysian Institute of Management (MIM).

ADMINISTRATIVE DETAILS

Cancellation Policy:

The PSDC reserves the right to cancel or postpone the program but with due notice to the participating company. For any cancellation or postponement of training by the participating company, a written notification by email must be sent to the PSDC. Cancellation/postponement charges are calculated based on the following:

Receipt of Cancellation/Postponement Notification	Charges/Penalty
<i>Seven (7) working days prior to the commencement of training</i>	<i>Nil</i>
<i>Less than seven (7) working days prior to the commencement of training</i>	<i>50% of package fee</i>
<i>On the day of the training</i>	<i>Full package fee</i>

Online Registration:

To register, log on to <http://www.psd.org.my> or contact our sales personnel below.

Enquiries:

For further information, please contact: Ken Shin (ext 512/shinyk@psdc.org.my)



To find out more, call our **Corporate Training Team** at ext 523/577/514/517 or email to corptraining@psdc.org.my

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