

Consulting, Coaching, Systems & Resources

Consulting & Coaching	Competency Modelling & Job Design Projects	Capability Assessments	Systems & Resources
<p>Consulting</p> <ul style="list-style-type: none"> o Sales Strategy o Sales Structure o Sales Team Capability o Learning & Development Strategies for Sales, Service & People Management o Job Design o Change Management <p>Coaching</p> <ul style="list-style-type: none"> o High Performance Coaching o Skills & Remedial Coaching o Strategic Coaching o Transformational Coaching o Executive Coaching o Onboarding New Recruits o Management & Team Discussion Groups <p>Key Note Speaker & Facilitation</p> <ul style="list-style-type: none"> o Conferences & Events 	<p>Sales Force & Workforce Modelling</p> <ul style="list-style-type: none"> o using the BARRETT Sales & Interpersonal Competency Dictionary (multi level) with specific focus on sales, service, intrapersonal, interpersonal, leadership, people management & communication capabilities needed in the workplace. <p>Job Design & Person Profiling</p> <ul style="list-style-type: none"> o Competency profiles (tiered) o Recruitment framework o Coaching framework o Performance framework o Learning & Development Framework o Management framework o Successions Planning <p>Online Competency Profiler</p>	<p>Psychometric Assessments</p> <ul style="list-style-type: none"> o Emotional Intelligence (EI) o IQ o Personality o Behaviours o Motives o Values o Aptitudes & Abilities o 360° / Multi-rater tools o Online <p>Training Needs Analysis Questionnaires (TNA)</p> <ul style="list-style-type: none"> o Online o Competency Based o Self & Multi-Rater Options o Self-Generated Reports o Individual & Team o Customised o Off-the-shelf Sales Roles: <ul style="list-style-type: none"> a. Direct Sales / BDM b. Account Manager c. Telephone Sales d. Sales Support e. Sales Manager 	<p>Recruitment System & Kits</p> <ul style="list-style-type: none"> o End-to-end system o Off-the-shelf & Customised o Sales Recruitment Kits <ul style="list-style-type: none"> a. Direct Sales / BDM b. Account Manager c. Telephone Sales d. Sales Support e. Sales Manager <p>Coaching System & Kits</p> <ul style="list-style-type: none"> o End-to-end system o Coaching Resource Guides <p>Learning & Development System & Programs</p> <ul style="list-style-type: none"> o Off-the-shelf & Customised <p>Performance Management System & Kit</p> <ul style="list-style-type: none"> o End-to-end system <p>Resources</p> <ul style="list-style-type: none"> o Sales Planning Templates o Role Plays & Case Studies o Simulation Exercises