



REFERENCES

DRILL[®] TRAINING & PROFESSIONAL DEVELOPMENT

Selected projects:

Agentura pro podporu podnikání a investic CzechInvest (Investment and Business Development Agency)

Based on the results of a public tender, a training scheme is realized for the customer with a focus on preparing the Czech businessmen who are planning to expand to selected foreign markets. The scheme is focused on economic and marketing consultancy, analysis and developing strategies for target markets, as well as, through special workshops, on understanding the culture and business specifics in concrete countries (USA, Israel, Switzerland, Singapore).

České Radiokomunikace, a.s.

Design and execution of training in advanced selling skills for employees and managers of customer's sales departments, especially focused on selling to large corporate clients. The training scheme touched on developing advanced selling skills in both acquisition and developing long-term relationships with customers, with the aim to acquire and deepen the techniques of planning, execution and closing of business transactions, as well as effective sales meeting negotiation.

Česká národní banka (Czech National Bank)

Based on the results of a public tender, a specialized PR training was conducted named Written Communication in the Environment of the Czech National Bank for the employees of the Department of Economic Research and Financial Stability. The training scheme was especially focused on writing of press releases, shortening of technical texts (Financial Stability Reports, Surveillance Analysis), practical and effective taking of minutes from meetings and negotiations, communication with media, electronic communication including all methods, possibilities and advantages of its use, with emphasis on practical use.

DISA Industries, s.r.o.

DC and long-term scheme of soft-skills development. The aim of the Development Centres was to identify employees with managerial potential and to design a follow-up training scheme for them. The proposed training schemes covered the basic scale of communication and managerial skills, with a special focus on manufacturing company management. During the programme, some of the employees with identified managerial potential were, based on the result of the scheme, promoted to managerial positions. The project followed up on the previous cooperation (analysis of organization efficiency in selected company units and individual coaching of selected executive staff, which is not described in detail herein).

forteq Czech s.r.o.

Based on the results of a selection procedure within the schemes co-funded by the EU funds, we conduct a long-term and complex programme of communication and managerial skills development for the customer. The schemes are aimed at company's middle, higher and top management.



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Herkul, a.s.

Based on the results of a selection procedure within the schemes co-funded by the EU funds, we conduct a long-term and complex programme of communication and managerial skills development for the customer, as well as professional trainings for the site managers and planning engineers as a part of Herkul Project – managerial and educational skills. The conducted training schemes cover the entire basic scale of communication, managerial and sales skills. The specific programmes cover the development needs of individual groups of employees, including the top management.

Falkensteiner Hotel

Design and implementation of crisis communication training for managers and hotel management. The training program was aimed to develop advanced communication skills, to handle and resolve crisis situations with guests and subordinates.

KUPEG úvěrová pojišťovna, a.s.

Design and execution of a training scheme for internal and external communication for middle management, sales and administration staff. The scheme was developed along with the Kupeg management, based on specific situations from the life of the company. The scheme also included training of sales skills and solving of challenging situations with the clients.

NOVARTIS, s.r.o.

Based on the results of a selection procedure within the schemes co-funded by the EU funds, we conduct training in Sales Skills for Key Account Managers and Account Managers, with emphasis on sales simulations and key account management.

R. B. FARQUHAR, s.r.o.

Based on the results of a selection procedure within the schemes co-funded by the EU funds, we conduct a long-term and complex programme of communication and managerial skills development for the customer, being a part of the Specific Technical and Technological Training project. The training schemes conducted cover the entire scale of communication, managerial and sales skills. The specific programmes are tailored for individual groups of employees including the top management.

WEBCOM, a.s.

The project included the proposal and execution of a training and development scheme in specific skills for sales managers, with a special focus on improving the efficiency of their managerial and sales skills. The project consisted of the stage of diagnostics and identification of development needs of selected sales managers; this was followed up by coaching related to solution of specific problems of their managerial and sales experience. The project concluded with trainings aimed at personal efficiency, team management and employee motivation.