



**HO CHI MINH CITY, VIETNAM**

**MARCH**

**CERTIFIED COACHING & MENTORING PROFESSIONAL (CCMP)**

22<sup>th</sup>-23<sup>th</sup> March  
28<sup>th</sup>-29<sup>st</sup> March  
10<sup>th</sup>-11<sup>th</sup> April  
12<sup>th</sup>-14<sup>th</sup> April

*One of the only truly International courses in Asia, that is recognized and approved by the ICF (International Coaching Federation). Created by ITD's Top Mega Gurus; Namely Thomas Crane, Dr. William Rothwell and Jack Canfield. This 9-days high impact program will enable participants to gain mastery in professional coaching and mentoring. They will also receive 3 awards after successful execution of coaching and mentoring projects.*

- Module 1: Essential Coaching Skills
- Module 2: The Heart of Coaching
- Module 3: Essential Mentoring Skills
- Module 4: Coaching & Mentoring for Breakthrough Success

**120 day project.**

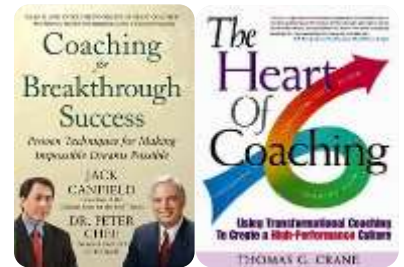
**The service of 10 hour mentor coach is available upon request**

**Trainers:**

Dion Ooi | George Foo | KC Yan | Dr. Peter Chee

**Program Fees:**

USD2,000 – USD2,200 | 9 Days | per pax



**THE MAKING OF A GREAT SALES LEADER**

**Leading your team using the power of business blueprint**

**MAY**

18<sup>th</sup>-19<sup>th</sup> May

**A GREAT Sales Manager is a GREAT Sales Leader.** A GREAT Sales Leader realizes that their success is dependent on developing their people. With new reps, sales managers focus on rapid learning strategies, constantly testing their learning. They engage in role-playing, providing constructive feedback. Their focus is on helping each member of their team “get better.” Rather than letting their experienced reps get comfortable with the status quo, they consistently challenge their thinking, asking questions like:

- *How can we improve our effectiveness?*
- *What other strategies might speed up the process?*
- *Where else can we focus to increase our chances of success.*



This workshop is about the transformation of a Sales Manager into A GREAT Sales Leader.

**Program Fees:**

USD 370– USD 420 | 2 Days | per pax





**HO CHI MINH CITY, VIETNAM**

**STRATEGIC THINKING & ANALYSIS –**  
**How to Formulate your organization strategies**

**JUNE**

20<sup>th</sup> -21<sup>st</sup> June

The primary objective of the 2 days program is to provide a firm foundation for the participants on the fundamentals of Strategic Planning & Execution in their own organization and to build on these foundations and apply the learning into actual work place to develop a strategic plan for the organization

**Kenzer Tan:**

- Proven leadership experience from Head Prefect (school) to Managing Director (European listed MNC) to Chief Assessor of Melaka Chief Minister Award (community).
- Successfully set up the TQM culture in an European multinational corporation which won all of Malaysia' s P&Q (Productivity and Quality) awards
  - ✦ Prime Minister Quality Award (from PM)
  - ✦ National Productivity Award (from PM)
  - ✦ Quality Management Excellence Award (from PM)
  - ✦ National QCC (Quality Control Circle) Champion (from Minister)
  - ✦ Melaka Chief Minister Award (from CM)



**Program Fees:**

USD 370 – USD 420 | 2 Day | per pax

**HRBP – TRANSFORMING HUMAN RESOURCES – ENHANCING BUSINESS PARTNERING CAPABILITY**

**JULY**

17<sup>th</sup> – 21<sup>st</sup>

**"It (HRBP) is not a model, it is a mindset, Lots of companies have a business partner model, but the partner is the same as an HR generalist".**

**KC Yan:**

- Asia Pacific HR Head of MNCs ie. Freescale Semiconductor, Motorola, Swiss Reinsurance
- 15+ years business management leadership, 25+ years of HR & OD leadership across 13 countries (Japan, Korea, China, Taiwan, Hongkong, Malaysia, Singapore, India, Australia...)



**Program Fees:**

USD 970 – 1,150 | 5 Days | per pax





## HO CHI MINH CITY, VIETNAM

**AUGUST**

**D.I.S.C & EQ FOR INFLUENCING & WINNING WITH PEOPLE**

24<sup>th</sup>-25<sup>th</sup>

*DISC assessment can be used to determine leadership. There are different leadership methods and styles that coincide with each personality type, which could help leaders be more effective. DISC has also been used to help determine a course of action when dealing with problems as a leadership team – that is, taking the various aspects of each type into account when solving problems or assigning jobs.*

**KC Lee:**

- Over 25 Years of Broad Experience Across the Telecoms & IT Industry in Asia Pacific.
- Adjunct Professor with The Asian Institute of Management
- Certified & Accredited Dr. Edward De Bono Trainer.
- Certified Coaching & Mentoring Professional, Certified John C. Maxwell Program (Developing The Leader Within You) Trainer.



**Program Fees:**

USD 370 – 420 | 2 Days | per pax





**HO CHI MINH CITY, VIETNAM**

**NOVEMBER**

**CEO, HR & Top Leaders International Conference**

3<sup>rd</sup> Nov

*A one day International Conference for CEO, Top Executives, HR Chiefs and Top Leaders that aims to inspire and ignite the passion for all leaders.*



**About the Trainers:**

- Dr. Marshall Goldsmith, at the recent Thinkers 50 ceremony in London, was recognized again as the World's #1 Leadership Thinker and #1 Executive Coach. His newest book, Triggers, is a #1 New York Times and Wall Street Journal best seller, as well as an Amazon Best Business Book of the Year.
- **Dr. Peter Chee** is ITD World's Chief Coach & Mega Guru who has developed leaders from over 80 countries. He is an Inventor of Coaching for Breakthrough Success Meta Model and the Situational Coaching Model and also ranked number 6th in Global Coaching Guru 2016.
- **Serely Alcaraz** has extensive experience in international HRD and has delivered learning and development solutions to many of the world's leading companies. She is Top Master Trainer of The Heart of Coaching, John Maxwell programs, Dale Carnegie courses and Development Dimensions International programs.

**Program Fees:**

USD 550 | 1 Day | per pax





## HO CHI MINH CITY, VIETNAM

NOV - DEC

### CERTIFIED PROFESSIONAL LEADER (CPL)

23 – 24 Nov  
04-05 Dec  
14-15 Dec

*This **result based learning solution** is developed for senior to mid-level leaders and high potential talents.*

- *Leading Self: The success principles – Ricky Garcia*
- *Leading People: Disciplines of Leadership Excellence – KC Lee*
- *Leading Growth: Coaching, Mentoring & Growing Talents – Dr. Peter Chee*

*6 day training + 6 month work based project assignment= Certified Professional Leader*

**Program Fees:**

USD 1,800 - 2000 | CPL | per pax

USD 620 – 700 | Each module | 2 days | per pax

DEC

### 5 DYSFUNCTIONS OF THE TEAM & HIGH PERFORMING TEAM

07-08 Dec

**Dion Ooi:**

- Trained more than 10,000 people for more than 20 years of experience.
- Recipient of Effective Leadership and Vice President Award from Dell Computers.
- Certified NLP Practitioner – National Federation of NLP, USA.
- Trainer Of The Month Award from New Horizons Computer Learning Center, USA.

**Event Fees:**

USD 370 – 420 | 2 Days | per pax



**\*\*\* Last Updated:2 March 2017 \*\*\***

***\*ITD Reserves The Right To Amend The Proposed Dates Arising From Unforeseen Reasons.***

