



## LIST OF OUR TRAININGS



**Jacobson Training Method ®**



# COMMUNICATION CENTER INTERNATIONAL

## 1. SEMINARS IN MANAGEMENT

- 1.1 Management Skills
- 1.2 Problem Analysis and Decision Making
- 1.3 Assertiveness
- 1.4 Setting objectives
- 1.5 Performance and Evaluation Interview
- 1.6 Drawing Training Plans
- 1.7 Training Evaluation
- 1.8 Train the Trainer
- 1.9 Project Management
- 1.10 Stress Management
- 1.11 Leadership
- 1.12 Learning organization
- 1.13 Human Relations Management
- 1.14 Motivation Skills
- 1.15 Team Building
- 1.16 Time Management
- 1.17 Dealing with Conflict Situations
- 1.18 Coaching
- 1.19 Change Management
- 1.20 Emotional Intelligence
- 1.21 Knowledge Management
- 1.22 Financial Management for Non-financial Staff
- 1.24 E-mail Management
- 1.25 Self Management



# COMMUNICATION CENTER INTERNATIONAL

## 2. SEMINARS IN COMMUNICATION

- 2.1 Excellent Reception
- 2.2 Visual Aids
- 2.3 Administrative Assistant and Psychology adapted to the responsible
- 2.4 Crisis Communication and Media Relations
- 2.5 Written Communication
- 2.7 Inter-personal Communication
- 2.8 Effective Telephone Communication
- 2.9 Conducting Meetings
- 2.10 Self-confidence, Self-affirmation
- 2.11 Debate
- 2.12 Efficiency Enhancement through Transactional Analysis
- 2.13 Appearing on Television
- 2.14 Speaking to Convince (Presentation Skills)
- 2.15 Neuro-Linguistic Programming (NLP)
- 2.17 Recruiting Techniques
- 2.18 Interviewing Techniques



# COMMUNICATION CENTER INTERNATIONAL

## 3 SEMINARS IN SALES STRATEGIES

- 3.1 Active Customer Management
- 3.2 Sales Team Management
- 3.3 Improving Selling Skills through Transactional Analysis
- 3.4 Marketing Action Plans
- 3.6 Selling Techniques
- 3.7 High Level Negotiating Techniques
- 3.8 Negotiating Techniques geared to Buyers
- 3.9 International Negotiating Techniques
- 3.10 Trade-Union Negotiating Techniques
- 3.11 Telemarketing
- 3.12 Account Management
- 3.13 Closing

