

TAYLOR-MADE COVID19 TRAINING: THE NEW HORIZONS OF SYNCHRONOUS MANAGEMENT TRAINING

At R-Consulting srl, training has always meant creating a customised path, for each company, on soft skill drivers. For us, training on transversal skills is essentially working with experiential learning. The prerequisite of the experiential training is working with the 5 senses (touch, smell, sight, hearing, taste), and because of this, because of the fact that Covid19 has "stolen" two senses from us (so say the sick) - I say 3, even touch -, we reinvented distance learning. Managing collaborators at a physical distance of one metre, without a handshake, without "a pat on the back" or, even worse, working constantly from home, is not like managing a co-worker closely or making a work group in the classroom, or selling via a webinar. Therefore, new tools must be experimented with, and different experiences must be experienced, online, in "synchronous interactive" mode.

Here are some themes:

Who is my internal customer? What secret sale should I make?

Better alone and well accompanied: methods and motivations for group work (online experience with survival kit sent home)

The 5 languages that make the customer "fall in love"

New leaders in the time of Covid19: techniques and methods of communication and motivation with practical exercises

Coaches of responsibility... online: the remote leaders of change

Working as a team in this market VUCA...R (volatile, uncertain, complex, ambiguous, and now also risky)

RECOMMENDED PERIOD:
NOW, TODAY.

If you have financed plans, all the better; if you have activated payroll subsidies, let's evaluate it. But it is needed now, **because being a remote manager can only be learnt through remote learning.**

OBJECTIVES

Improve company best practices and accelerate processes of change that Covid 19 imposed on us and will continue to do so indefinitely.

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