



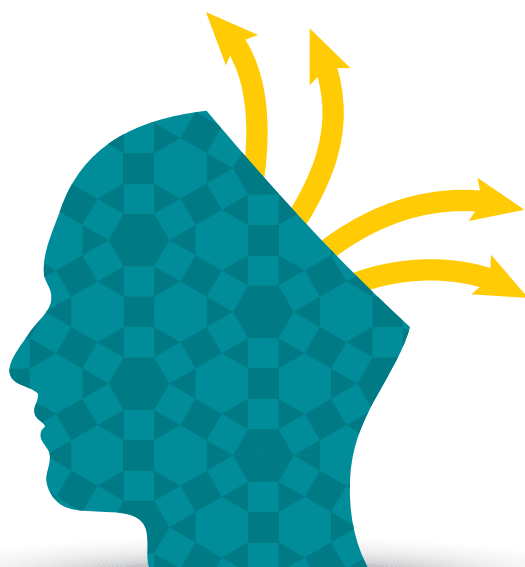
coaching



training



consulting



thinking

beyond

boundaries

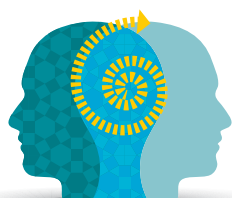


Smart organisations are continually looking for ways to tap into the unlimited potential of their people. Ecube bridges the gap by engaging, empowering and energising people. It drives organisational success by inspiring individuals.

## Why Ecube?

Ecube training and consulting is an independent firm, with a team that has over 50 years of experience in the fields of coaching, training, human resources and sales & marketing. Ecube provides an effective range of business solutions to help organisations develop talent to outperform their competition.

We value your time, so let's get started with what we offer...



### Coaching

Coaching offers individuals a solutions-based approach towards achieving challenging goals. The coaching model adopted is a brain based approach drawing from contemporary neuroscience, along with research from positive psychology, adult learning theory, systems theory and change theory.



### Training

Ecube facilitates the acquisition of knowledge, skills and attitudes which enable individuals to effectively contribute to the organization. The objective is to prepare individuals to carry out their present jobs satisfactorily and to prepare them for greater responsibilities.



### Consulting

Providing business solutions is our passion, development of human resources is our expertise and performance management is our specialization.

about ecube



reaching out to your **goals**

one conversation at a time



# Coaching

You cannot teach a man anything. You can only help him discover it within himself.

Galileo Galilei

The coaching model is adopted from Results Coaching. Results Coaching is a brain based approach drawing from contemporary neuroscience, along with research from positive psychology, adult learning theory, systems theory and change theory.

The emphasis of the model is on facilitating long-term change through facilitating insight, then focusing attention on new behaviors. Insights are brought about in a short time and good processes are then put in place to support real change.

The approach works with the whole person, bringing about change through awareness, reflection, insight and action, across all domains of life.

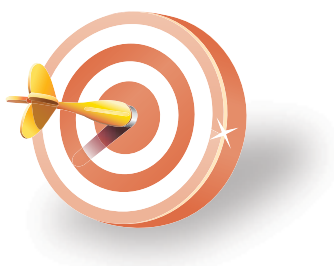
## HOW DOES COACHING WORK?



## ecube coaching programs

- Workplace coaching
- Executive coaching

coaching with us...



# Workplace Coaching

Building coaching skills for managers and leaders

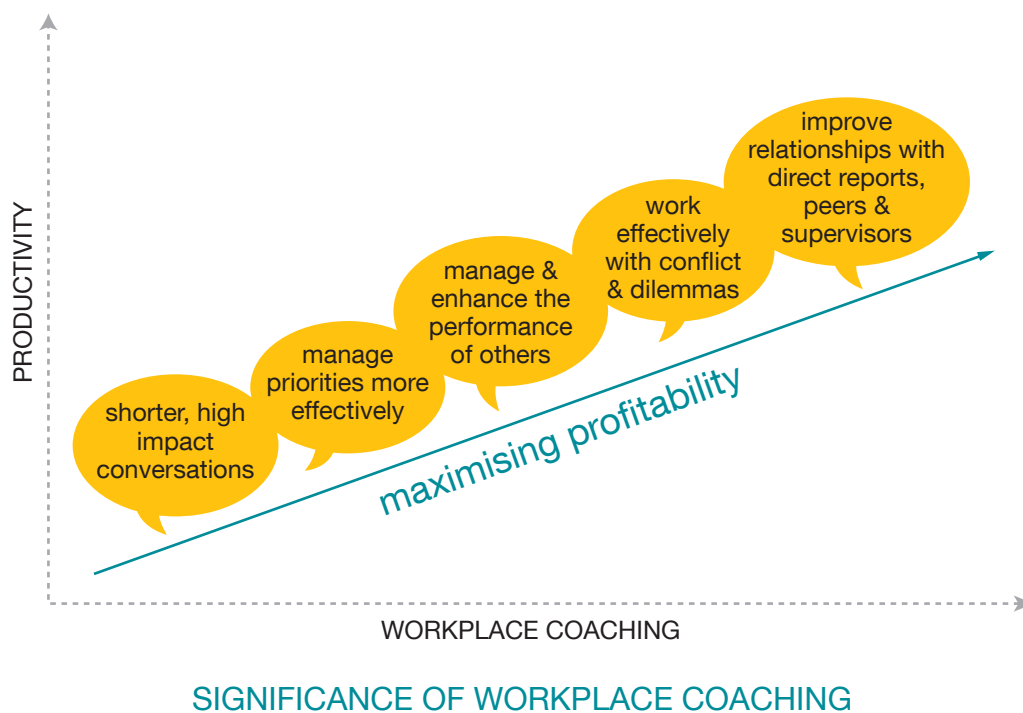
Workplace coaching is designed to better equip managers and leaders with coaching skills. It enables leaders to bring out the best in their teams, by applying the principles of coaching in their day to day business operations.

## Target Audience

Line, middle & senior managers  
Team leaders  
HR professionals

## Delivery

2 days of live training



coaching with us...



# Executive Coaching

Personal journey towards phenomenal results

Executive coaching is a one-to-one mutually designed relationship between an executive coach and a key executive contributor accountable for highly complex decisions. The focus of coaching is generally on organizational performance and/or development. It may also include a personal focus. Coaching facilitates positive change by improving the quality of thinking.

## Our Coaches

Our coaches reside in UAE and have undergone extensive coach specific training, passed challenging certification programs and delivered hundreds of hours of coaching before acting as coaches.

## Target Audience

Coaching is ideal for managers, senior managers, executives and professionals.

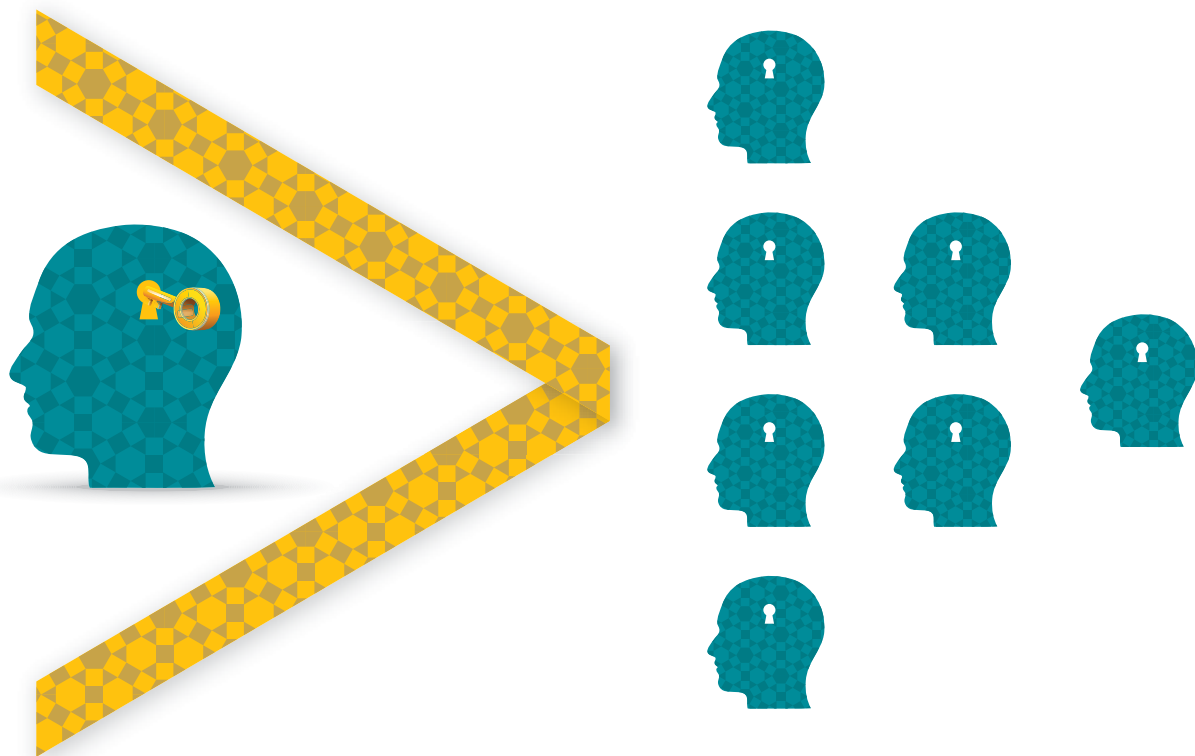
Organizations are also engaging their high potentials & top performers through coaching programs.

## Delivery

Our coaching model takes between 3-6 months and is usually made up of 12 one hour sessions.



coaching with us...



when you undergo **training**

you are not the only one who

**gains...**





# Training

## There are things we can't undo

Through its training, ecube facilitates the acquisition of knowledge, skills and attitudes which enable individuals to effectively contribute to the organization. The objective is to prepare individuals to carry out their present jobs satisfactorily and to prepare them for greater responsibilities.

ecube helps identify the training needs, designs high quality programs to meet those needs and effectively delivers them. No training is complete unless the learning is transferred into the workplace and ecube recognizes this pain that most companies face. Ecube thus has a built-in mechanism of following up with the participating delegates on the transfer of knowledge and the results obtained thereof.

## The training programmes delivered facilitate the following areas:

- To stay ahead of the competition
- Keeping employees motivated
- Improving current performance of employees
- Preparing employees for higher responsibility and future challenges
- Achieving corporate strategy, objectives and goals

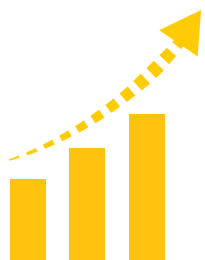
## Types of Training

- Bespoke training
- Bite sized training

### Research Finding

Companies that invest in training have a 10% higher advantage over those who do not.

training with us...



# Bespoke training

The purpose of training is to tighten up the slack, toughen the body and polish the spirit

When your workforce has lots of technical skills but an absence of soft skills, you have a soft skills gap. Soft skills are what accompany the hard skills, and help your organization use its technical expertise to full advantage.

To stay competitive in today's environment, organizations must provide client-focused business solutions. Even for people who are providing IT solutions, the reality is that soft skills is still an integral part of the interaction with clients and teams - from gathering needs to implementing solutions and all else that happens within. This fact has prompted Ecube to offer a wide array of soft skills training.

## Partial List of Courses

### Leadership Training

- Leading Organisational Change
- Creativity & Innovation
- Situational Leadership
- Principle Centered Leadership
- Inspirational Leadership

### Interpersonal Skills

- Anger Management
- Communication Skills
- Conflict Resolution
- Corporate Etiquettes
- Negotiation Skills
- Planning & Organizing
- Presentation & Public Speaking Skills
- Stress Management
- Team Building
- Time Management
- Cross Cultural Communication
- Coping with & Managing Change

### Management & HR Training

- Strategic Thinking
- Best Practices in Management
- Ethics at Workplace
- Interviewing & Selection Skills
- Performance Management
- Supervisory Skills
- Train the trainer
- Work Life Balance

### Sales & Customer Service

- Consultative Selling
- Customer Service Excellence
- Impactful Sales Presentation
- Psychology in Sales
- Social Networking for Exponential Sales
- Successful Selling using NLP

### MS Office

- MS Word
- MS PowerPoint
- MS Excel
- MS Outlook

## Request for a Need Analysis

For training need analysis, write to us at [engage@Ecubetraining.com](mailto:engage@Ecubetraining.com)

training with us...



# Bite sized training

Man can alter his life by altering his thinking

Designed by specialists in training, Ecube's learning workshops deliver high-impact, transformative learning and development directly to the source.

Our intensive, fast-paced sessions focus on exercising the mind to give instant, effective results. Adult learners retain and apply knowledge best through practice. Our participants are given critical hands-on experience to establish and consolidate skills and apply them immediately from 180-minute sessions. Interaction before and after the sessions ensure continuity of learning.

## Partial List of Courses

- Synergy through Teamwork
- Customer Service Excellence
- Impactful Communication
- Time Management Essentials

### Target Audience

Customer Service Executives  
Sales Team  
Frontline Staff

### Delivery

180 minutes per session per day  
4 trainings conducted for 4  
consecutive weeks



LESS TIME, MORE PROFITABILITY & PRODUCTIVITY

training with us...



performance is your  
**reality**  
forget everything else



# Consulting

Aligning people towards achievement of strategic goals

At ecube, providing business solutions is our passion, development of human resource is our expertise, performance management is our specialization and primary focus

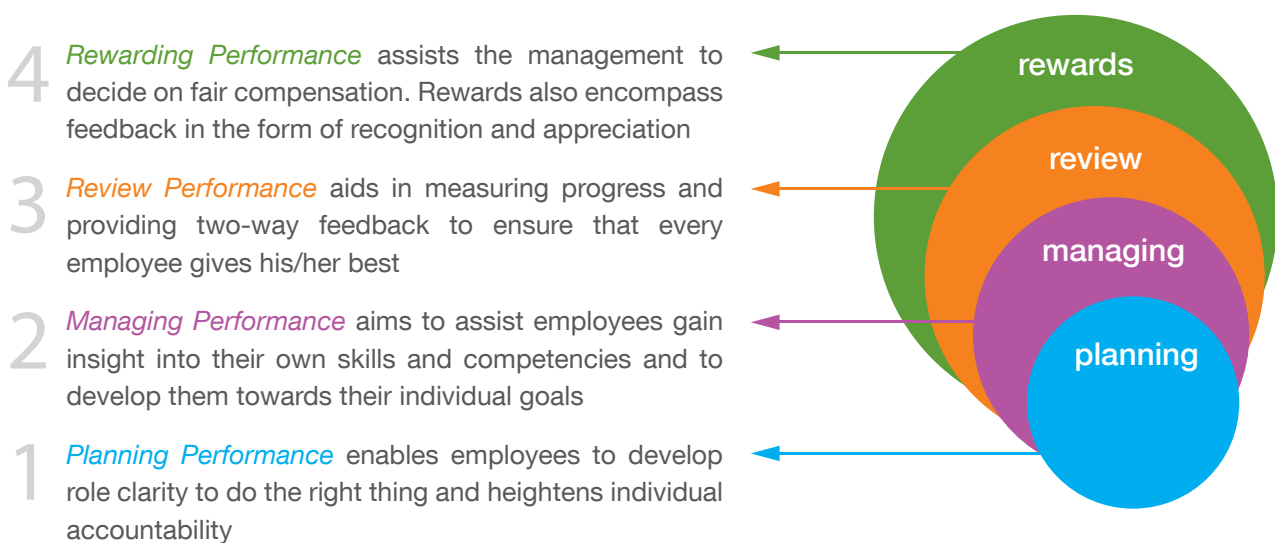
Amongst other business tools, ecube sees Performance Management as a crucial part of any successful business and believes that unless all its stakeholders are aligned with the big picture, their efforts may not bring the desired results. From the stages of designing a practical performance system all the way to ensuring its seamless implementation, ecube works end to end driving a culture of performance within organizations.

## Performance Management

Performance Management is an integral process used to ensure that the organization and all of its subsystems are working together in an optimum manner to achieve organizational goals. It is also overall to be seen as a personal development instrument.

The system comprises of 4 important components:

### PERFORMANCE MANAGEMENT MODEL



consulting with us...



engage  
empower  
energise

'Values in Healthcare' program aims to bring about a valuable difference within healthcare through the experience of values such as Peace, Positivity, Compassion, Co-operation and Valuing Yourself. The enriching experience helps combat extreme levels of stress, burnout and in turn boosts morale in individuals thus enabling them to blossom in their professional and personal life through enhanced self care.

Ecube training and consulting facilitates 'Values in Healthcare' programme on a non-profit basis. It is a way of fulfilling our Corporate Social Responsibility.

CSR