

EQ-TRAIN[®]

HR ADVISING | TRAINING | COACHING



RECOGNIZE
REAL POTENTIALS
— AND —
TRIGGER
STRATEGIC
DEVELOPMENT



20+

YEARS OF EXPERIENCE

400+

COMPANIES WITH PROVED
RESULTS

5000+

PROFESSIONALS PASSED OUR
COACHING & TRAININGS

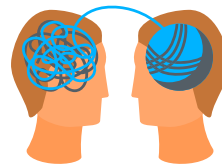
WHY EQ-TRAIN®?

- More than 20 years of experience in HR development
- Expertise in staff selection and development
- Specializes in leadership development, communication & sales
- Collaboration with more than 400 companies with proved results
- More than 5000 professionals passed our coaching & trainings
- Unique EQ-TRAIN® Licensing System
- Worldwide recognized tool for enterprise & business development
- Powerful tools that will boost productivity of your employees

“ OUR MISSION
EQ-TRAIN® promotes and develops the potential and competencies of success-oriented people, organisations and companies.

“ OUR VISION
Every employed person should be able to exploit its talents and achieve top performance, satisfaction, high emotional solidarity and commitment.

OUR CORE VALUES



RESPONSIBLE LEADERSHIP

Under responsible leadership we value the establishment, design and maintenance of integral and consistent relationships with all relevant stakeholders in the company.

RESPECT

For us, respect is shown in the appreciation of others and the support of the development of personality and leadership quality.

TRANSPARENCY

Transparency towards employees and business partners forms the basis for mutual trust and sustainable business success. With the existence of transparency all contracts, regulations and agreements can be easily understood. This applies to both employees and business partners.

SUSTAINABLE STAFF MANAGEMENT

By sustainable personal management we mean an adequate competence management, a responsible leadership culture in the company as well as the acceptance and promotion of the personality.

FUTURE ORIENTATION

By adhering to our principles, we want to make a positive contribution to social development and support innovative corporate management.

OUR CIRCLE OF PERFORMANCE



WHO BENEFIT FROM EQ-TRAIN®?

COMPANIES

LEADERS

START-UP
COMPANIES

HR MANAGERS

HEADHUNTERS

ADVISERS, TRAINERS
& COACHES

7

MODULES FOR YOUR SUCCESS!

A successful company is not created by chance. It is based on the quality of its products and services as well as the satisfaction of its customers and employees

1

POTENTIAL CHECK

For, small and medium-sized enterprises (SMEs), potential check helps them above all to motivate employees and to bind them to the company in the long term.

2

WORK CLIMATE INDEX, QC

EXCLUSIVE OFFER

Ingeniously simple, highly effective open questions No more static and boring traditional survey, give your employees voice and let them share their honest opinion and get real and reliable answers with Work Climate Index and boost productivity and satisfaction of your employees.

3

COMPANY'S MISSION

A company mission statement formulates the desired identity of a company. It offers employees orientation and tells the public what the company stands for. Defining of company's mission, as it is an effective instrument for motivating employees and ensuring their long-term loyalty to the company.

4

LEADERSHIP

Our strategic development program for executives gives you clarity about your impact on others, measures the existing competencies, shows talents and development potential, defines the necessary competencies, develops and trains the "right" leadership competencies and thus enables goal-oriented and successful leadership.

5

TEAM BUILDING

We develop the talents and potentials of your employees through sustainable processes, so that their individual performance and motivation as well as the competencies of the entire staff are developed and challenged. The focus is on creating a harmoniously functioning team.

6

COMMUNICATION

We provide you with new insights into your own way of communicating and that of your counterpart. The knowledge obtained leads to a higher awareness of the behaviour and motivation of your employees, colleagues and customers. The positive consequences are better communication and cooperation skills as well as improved conflict resolution and relationship skills.

7

SALE PERFORMANCE

All successful companies have a successful sales department. The quality of the sales staff is crucial for successful sales. Selling in today's market requires a completely different strategy than a few years ago. To be among the top 5 or 10%, you need to constantly develop your sales style and adapt it to customer needs. EQ-TRAIN[®] specialists can help you optimise your sales performance.

OUR RANGE OF SERVICES



STAFF SELECTION
& RECRUITMENT



STAFF
DEVELOPMENT



LEADERSHIP
DEVELOPMENT

EQ-TRAIN®

LICENSE PARTNER

EQ-TRAIN® exclusively develops and markets the EQ-TRAIN® training coaching, consulting and development concepts as well as the products of our cooperation partners.

EQ-TRAIN® license partners enjoy the following advantages:

Use of the protected EQ-TRAIN® trademark

EQ-TRAIN® branding package (layout for business card, PPP etc.)

Own EQ-TRAIN® homepage (analog www.eq-train.de)

EQ-TRAIN® starter kit with prepared training modules

Special conditions for further training within the EQ-TRAIN® Academy

Special conditions for further training and certification at all EQ-TRAIN® cooperation partners

Accreditation and use of the tools used at special EQ-TRAIN® partner conditions (in cooperation with the corresponding licensees)

Acquisition support

Cooperation and network building (e.g. BVMW)

Brand development and market positioning through social media contacts

INSIGHTS MDI
INTERNATIONAL®
MANAGEMENT DEVELOPMENT INSTRUMENTS



ASSESS SYSTEMS
BY SCHEELLEN®
STRATEGISCHES KOMPETENZMANAGEMENT

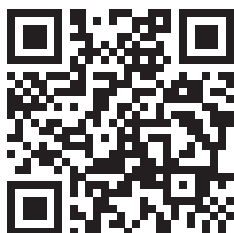


RELIEF
STRESSPRÄVENTION BY SCHEELLEN®



QUANTIFIED
COMPANY

DISTRIBUTOR



*NOTE: FOR DETAILED INFORMATION ABOUT OUR TOOLS
SCAN THE QR CODE VIA YOUR SMARTPHONE



WORK CLIMATE INDEX

Increase employee engagement and satisfaction



Why Employee Satisfaction Surveys can be essential for Business Success

Studies show that per employee approx. 2 to 3 monthly salaries are lost annually if the framework conditions in the company are not optimal. These are pure wage costs; not taken into account are costs due to faulty production, lost orders and a decline in customers. In Germany alone, these amounts are around EUR 340 billion per year. The working climate is of particular importance in this context.



What does the work climate have to do with the company's success?

If the working atmosphere is poor, employees are ill more often and for longer.

Employees who feel uncomfortable in the company and therefore do not identify with it are psychologically stressed; they make more mistakes and also perform significantly less well. They may produce more rejects or fail to meet agreed deadlines. This can lead to further consequences such as contractual penalties.

Poorly motivated employees without loyalty to the company can - if they are in direct contact with customers - cause the loss of customers.

A bad working atmosphere leads to a high employee turnover and resulting burdens for the company.

New employees have to be trained by the other employees, who are then unable to perform their actual tasks to the full extent.

In addition, employees who leave a company take know-how with them to their next employer, regardless of what confidentiality agreements have been made.

A lack of know-how and insufficient capacities to handle customer orders can lead to the loss of customers and thus to a sustained drop in sales.

BENEFITS

ROI (return on investment)
Cost savings by reducing sick leave and fluctuation.

EFFICIENT METHODOLOGY
anonymous feedback of all participating employees, divided into categories.

DEVELOPMENT
A deep understanding of the status quo perception of the employees and helps to identify opportunities for professional improvement.

COMMITMENT
Better performance of employees as they feel more involved and emotionally motivated.

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Would you like to know more?
Then please contact us.



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