

Simitri Group International

Simitri Group International is a communication skills training, coaching and consulting company. We improve our clients' bottom line by transforming individual and team behaviour.

By combining our business expertise, industry knowledge and some of the most effective courseware, techniques and tools from around the world, we provide our clients with uniquely personalised solutions that address their issues and requirements.

Our training workshops bring together the skills that individuals and teams need to succeed in today's business environment. These include selling to clients, influencing colleagues, presenting ideas and recommendations, leading teams and negotiating with suppliers.

Our executive coaching sessions improve the communication, leadership and interpersonal skills of key team members; helping them to become more productive and focused on achieving their goals.

Our consulting services help our clients become more effective when implementing change, identifying training requirements, pitching to prospective clients, facilitating group sessions, and creating internal communications.

Simitri is about change. Changing behaviours, attitudes, perceptions and mindsets to drive business results.

Why Simitri?

Training, coaching and consulting that work for you business

We understand your industry, your business and your issues because we've been there. Simitri facilitators, coaches and consultants are senior business executives with years of experience working for Fortune 500 companies. Consequently, we customise our client engagements to your business needs and issues.

Asia-wide delivery in your local language

With offices throughout Asia, your employees will receive the same training, coaching and consulting services delivered by a single supplier. Whether you require English, Mandarin, Cantonese, Japanese, Korean, Bahasa Malay or Thai, we have the professionals and supporting materials to meet your requirements.

Access to a local team of facilitators

Our offices are staffed with people from that country. Some have local work

experience, others international. What is important is that they speak the language, understand the local business customs and can apply this insight to all of our client engagements.

Proven courseware, tools and techniques

We combine our knowledge and experience with some of the best courseware, tools and delivery techniques from around the globe to help you drive change and improve the bottom line. We are constantly bringing in new tools and techniques from our partners to give you the best in training, coaching and consulting services available.

Customisation of services

We don't deliver off-the-shelf services. This approach no longer works. Since the issues and concerns of every company are different, we work with your management team before each engagement to ensure we deliver what you need.

For more information on Simitri Group International visit our website at www.simitrigroup.com or email us at sales@simitrigroup.com.

Simitri Group International Workshop Overview

The Simitri training workshops bring together the skills that individuals and teams need to succeed in today's business environment. These include selling to clients, influencing colleagues, presenting ideas and recommendations, leading teams, thinking strategically and negotiating with suppliers.

In addition to our standard courses, we develop customised training workshops to meet the specific needs and issues of our clients.

Presentation Skills

Brings together planning and delivery skills giving participants the ability to present structured, relevant and powerful presentations. Participants' presentation styles are developed, ensuring they connect with their audience, create the right impression and achieve their objectives.

The Exceptional Presenter

For individuals who want to take their presenting skills to a higher level, this workshop combines presenting methodologies and drama techniques, ensuring participants deliver more engaging presentations. This workshop also helps the participants express moods and emotions, resulting in more creative, persuasive and motivational presentations.

The Master Presenter

This is for seasoned presenters who are ready to become masters of the art. This intense workshop transforms good presenters into orators. The workshop is designed for individuals who truly need to connect with and motivate their audience.

Influencing Skills

Gives participants the interpersonal skills and communication techniques to effectively 'influence' other people in the workplace. Whether colleagues, employees, managers, clients or suppliers, the participants learn how to get other people to accept their requests, support their projects and adopt their recommendations.

Negotiation Skills

Ensures participants maximise results during internal and external negotiations. During the workshop, participants learn to plan, prepare and analyse negotiations to achieve their business objectives. The participants also learn a process which they can continue to use after the workshop to establish philosophies, strategies and tactics for both individual and team negotiations.

Media Skills

Equips executives with the skills to convey their confidence, personality and trustworthiness to the media. During the workshop participants learn how to deal with the media in a variety of situations, including crisis management and new product launches.

Precision Questioning

Introduces a one-question / one-answer discussion format to help achieve a high level of critical thinking in the workplace. Precision Questioning is designed to help individuals create and maintain a first-rate intellectual environment needed to compete successfully.

Problem Analysis Decision Making

Provides participants with the skills they need to define problems clearly and choose effective solutions. Participants learn the key elements of creative problem-solving and will discover their own problem-solving style and approach to decision-making.

Having an Opinion

Enables managers and leaders to combine their experience and knowledge within the current business environment to come up with ideas and opinion that create value for customers and ultimately the business. Participants also learn how to communicate these opinions up, down and across an organisation.

Business Strategy

Enhances the participants' ability when planning for new business opportunities. During the workshop the participants are introduced to tools and concepts to help them create strategic plans taking into account your internal and external business environment.

Content Development

Helps participants create interesting and compelling presentations and speeches which are appropriate for their audience. The workshop takes a learning-by-doing approach. We use the participants' work related presentations as a real-life case study, re-developing the message to ensure the content achieves desired objectives.

Pipeline Management

Creates a project management approach to business development. Sales professionals relate well to this approach as it provides a disciplined focus on the key activities required for successful revenue / fee generation. After completing the workshop, participants have a process to take a prospect from the qualification stage to becoming a key client.

New Business Development

Helps participants approach a sales opportunity, where they take the time to understand their potential clients before presenting their sales message. After completing the workshop, participants can handle any sales opportunity with an exact fit, and delivered to the prospects in a way that makes it easy for them to buy.

Advanced Consultative Selling

Increases participants' consultative and solution selling skills and equips sales staff with the ability to uncover their prospects' real needs, wants and drivers. Participants also learn how to deliver a sales message, ensuring they talk benefits and value, not just features and functionality.

Tele-Sales Engagement

Ensures participants are equipped with the communication, selling and commercial skills to build customer relationships and generate revenue over the phone. By planning and following a Simitri 5-step process, sales calls are more productive and profitable.

Pitching for Business

Combines a proven sales process with powerful presentation skills to help your team win new business. Participants learn to think both rationally and creatively when pitching, even to the most discerning and difficult clients. The participants learn a 10 step pitching process that they can continue to use after the workshop.

Building Client Relationships

Helps participants build quality business relationships with both internal and external clients. Participants learn how to build rapport, uncover needs and gain commitment ensuring a more profitable, long-term relationship. By applying the skills explored during the workshop, participants move from a vendor or supplier position to that of a Trusted Advisor.

Key Client Management

Helps companies retain and maximise the profitability of key and valued clients by ensuring the participants meet their clients' expectations, whilst cross-selling and up-selling their products and services. After all, excellent client management means your clients will buy more from you, make you the standard for their supplier relationships and look to you for help in other aspects of their business.

Customer Service Workshop

Brings together the skills and processes to enable Customer Service Representatives and Relationship Managers to be more effective at their jobs. Participants learn how to build trust and credibility with their clients, how to add value and how to articulate value in the form of a *Value Proposition* that differentiates their products and services from the competition.

Value Creation for Partners & Alliances

Aligns you and your Partners' organisational structures to produce new sales campaigns in the sectors where you both can grow. The workshop develops better, more profitable business relationships by capitalising on your ability to create value for your Partners and their customers. The workshop uses 'live accounts' and is designed to produce a revenue measured output and repeatable process that participants can continue to use after the workshop.

Building Your Value Proposition

Helps sales and marketing teams create a value proposition - from the customer's perspective. During the workshop, participants examine various levels of the Value Proposition (customer, market, industry) and how it can be aligned with their customers' needs, resulting in increased sales and customer satisfaction.

Managing High Performing Teams

Provides leaders, managers and supervisors with the skills to improve the performance and contributions of the team as a whole. The workshop is focused on creating a team vision, setting goals, delivering instructions, managing team conflict, leading briefing sessions and handling pushback.

Coaching For Results

Provides leaders and managers with the skills to improve the performance and contributions of individual team members. The workshop is focused on the "how to" aspect of coaching including goal setting, creating the conditions for motivation, delegating work, empowering team members and providing feedback.

Leading Team Meetings

Helps participants lead effective and productive business meetings. Participants learn techniques, tools and tips to run efficient meetings. They also gain an understanding of how to plan for meetings, deal with difficult people and close the meeting to ensure follow-up of key action items.

Managing Team Conflict

Helps participants deal with and resolve conflict that may emerge between teams or individuals. By understanding the different types of conflict, the underlying root cause of the conflict and the different ways to deal with conflict, the participants will be better prepared to resolve conflict in a manner that produces a positive outcome.

Change Management

Gives leaders, managers and employees the ability to control and benefit from corporate change initiatives. The Simitri Change Management Workshops include: Leading Change, Managing Teams in Change and Change Readiness.

Facilitation Skills

Helps participants plan and facilitate group meetings, training events and strategy sessions where the active and equal participation of all participants is required. By learning a variety of group processing tools and presentation skills, participants will be able to achieve exceptional outcomes in a shorter period of time.

Business Writing Skills

Equips participants with the skills to plan and write clear and effective documents. Whether email, PowerPoint, sales proposals or business plans, participants learn to write informative and persuasive documents that are convincing and concise.

Networking Skills

Gives your employees the skills and confidence to effectively network at business and social events. This is a fast paced course full of tips, advice and practice. During the workshop, participants learn the 3 key elements of successful networking: overcoming nerves, breaking into conversations and breaking away from conversations.

Cross Cultural Awareness

Created for those who want to work more effectively in a multi-cultural environment. The workshop takes a practical view of culture in the workplace, helping the participants become 'self aware' and more empathetic towards others.

Time Management

Gives participants tips and techniques to help them become more productive in the workplace by learning how to manage tasks and appointments in a more efficient manner. During the course participants identify and learn to overcome barriers to effective time management, including procrastination and disorganisation.