PM-From-Prospect-to-Loyal-CustomersDownload final-cases-Value-proposition-Negotation-strategies-2Download Value-porposition-Canvas-Case-2Download Case-1Download

Instructions:

This assessment will help you determine your learning style.

سيساعدك هذا الإختبارعلي تحديد أسلوبك في التعلم

Part I: Concrete Experience vs. Abstract Conceptualization

Statment
Choice
1. prefer أنا أفصل
O lands-on learning experiences. التعلّم من خلال التجارب التطبيقية OLearning through thinking and reasoning. التعلم من خلال التفكير والإستدلال
2. I tend to أنا أميل إلى
ORely on feelings when making decisions. الإعتماد على المشاعر عند اتخاذ القرارات ORely on logical reasoning when making decisions. الإعتماد على الاستدلال المنطقي عند اتخاذ القرارات
3. I learn more effectively from اتعلّم بشكل أكثر فعالية من
OMy peers. اقرانی OMy teachers, mentors, managers.

4. I like learning through أحب التعلّم من خلال
Ošimulations. المحاكاة OLectures. المحاضرات
5. I learn well by اتعلّم جيدًا من خلال
Oractical experience. التجربة العملية OApplying theories to hypothetical situations. تطبيق النظريات على حالات وهمية
6. Lam best at learning أنا أفضل في تعلّم
O acts. الحقائق O Concepts. المقاهيم

Part II: Active Experimentation vs. Reflective Observation

Statment	
Choice	

أميل إلى

Oump right in and do something new. الإندفاع وتجربة شئ أوطريقة جديدة OThink about possible outcomes before trying something new التفكير في النتائج المحتملة قبل تجربة شيء جديد

> 6. I learn best... تعلم بشكا، أفضا

O3y doing. بالممارسة OWatching and then reflecting. بالمشاهدة ثم التفكير والتأمل فيما حدث

Submit

No patentia haine from the prince of the Chip, purepolation at most, but make how as annual manage formation.

per l

.

Į.

<u>____</u>

1

Į.

The first that the control and the particular character and the sequence of the control of the c

1

Typica top to an tile berning on taller and related risks and the borrowing over There are one the direction day about tall

.....

L.

1

į.

to a final control and making operators as the importing position by a control have not become in a getting not of a

-

L.

1

Think has been broken should be some a bounday painted dipoles

I de la companya de l

and the selection of the control of the selection of the

!__



Fadi Wassef

Junior Career Coach

350 EGP/Session

BIO

Fadi Wassef is an accomplished business owner with extensive experience in the retail industry. He has a proven track record of successfully managing and growing businesses while providing excellent customer service. Fadi's skills in communication have been honed through his years of experience working face-to-face with customers and interacting with suppliers and employees. He has also developed a keen eye for operational and planning excellence through his continuous

improvement of business models

Fadi has extensive experience in warehouse operations and management, ensuring that supplies and inventory are always in stock. He is a highly skilled entrepreneur and possesses fluent language skills, including French, which has opened doors for him to work with the French Embassy.

Fadi is a highly motivated and passionate individual who is dedicated to constantly seeking new ways to improve himself and his business. He has trained many young people on various topics, delivering interactive and engaging training programs both in-classroom and online. As a trainer for the UCCD program with Aspire, Fadi has served over 2000 hours of training, with an average of 1000 students trained. He has also worked as a trainer/facilitator with Aspire in team-building activities for corporate clients.

Fadi's expertise, dedication, and passion have helped him to achieve great success in his business and in his role as a trainer and facilitator. He is committed to helping others achieve their goals and to making a positive impact in the world

Fadi is also a certified career coach who has worked with clients from various backgrounds and industries. He helps them discover their skills, talents, and interests, and explore their full potential, enabling them to make better-informed career decisions and excel in their chosen fields. Fadi is skilled in guiding clients through healthy career shifts and identifying the best and most suitable career paths for them.

His passion for empowering others to succeed and his ability to help individuals unlock their potential has earned him a reputation as a highly sought-after career coach. Fadi's dedication to his clients' success is evident in the positive feedback he has received from those he has worked with, who have praised him for his professionalism, empathy, and personalized approach to coaching.

SCHEDULE A COACHING SESSION

Fadi Wassef Coaching Session

EGP350.00 60 minutes

Your browser must support lavaScript in order to schedule an appointment.

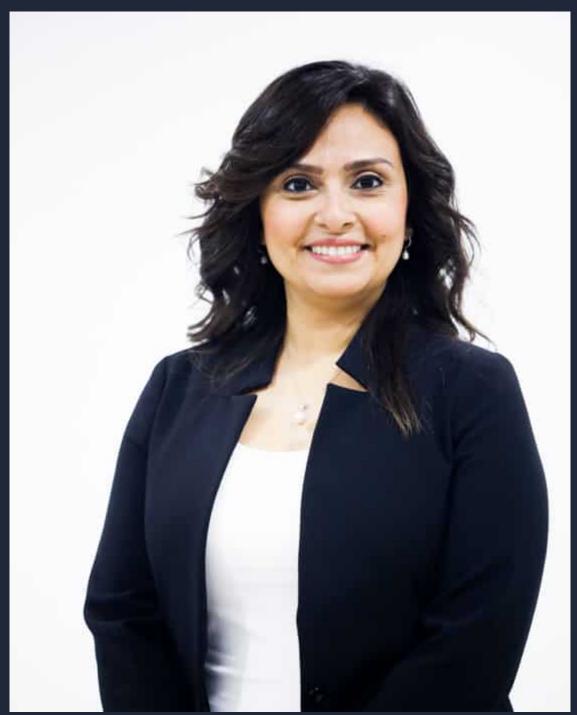
Book Now

Category: Appointments



Start Game





SALLY FARAG

Senior Career Coach

BIO

With over 15 years of extensive experience in Human Resources, Human Capital Development and Consulting within different business areas at multinational and local companies in Egypt, Sally Farag is a certified Thomas International Assessor who has managed multiple assessment and development centers as well as setting development tracks using different tools & techniques for all staff, managerial levels & executives, as well.

ACHIEVEMENTS

- Provided Coaching sessions one to one to various layers with a focus on formulating the Individual Development Plans
- Designing development tracks and managing development plans for employees with diverse cultures and field of expertise.

HISTORY

2014 - Present Human Resources and Business Development Consultant

Freelance

2016- 2018 Human Resources Assistant Manager

NI Capital Holding - Egypt

2014 – 2016 Resident Advisor Language assistant

Dutch Ministry of Economic Affairs

2010 – 2014 Senior Learning and Development Consultant – Regional

EFG- Hermes Holding

2007 - 2010 In-house Trainers Head

Commercial International Bank

SAMPLE PROJECTS

- Designing Individual Development Plans
- Promotion & Development Assessment Centers
- Call Center Development Program
- Establishing Human Resources department
- Human Resources and business development consulting

CERTIFICATIONS

- Certified DICS Assessor -Thomas International™
- Career Coaching
- Mastering Professional Consultancy
- Human Resources Management Diploma

SCHEDULE A COACHING SESSION

Mina Amir Coaching Session

 $\mathsf{EGP650.00}$ 60 minutes

Your browser must support JavaScript in order to schedule an appointment

Book Now

Calegory Appointments

Home 5 Learning Style in Problem Solving

Application Form

Career Coaching Certificate Program

Career Coaching Certificate Program

- A. Curriculum Components
 - Introduction to coaching, differentiating it from training, counseling and therapy
 - Clear understanding of the role of an effective coach
 - Profound understanding and application of the 8 ICF core competencies for coaching in the following 4 main areas
 - Foundation (Demonstrating ethical practice, Embodying a coaching mindset
 - Co-creating the relationship (Establishing and maintaining coaching agreements, cultivating trust and safety maintain coaching presence)
 - · Communicating effectively (listening actively, evoking awareness)
 - · Cultivating learning & Growth (facilitating client growth)
 - Training the participants on running actual coaching sessions using coaching techniques, in the form of role plays throughout the school
 - Provide knowledge on career coaching through well-known theories and models in addition to learning how to apply then in the different coaching sessions.
 - Practice the use of 5 different widely used tools in facilitating the exploration and learning for clients in coaching sessions
 - B. Program requirements
 - Bachelor Degree
 - Minimum 2 years working experience
 - C. Program Time & Place
 - Total program Duration: 110 hours
 - Frequency of sessions: twice a week
 - Blended delivery of classes: combination of online and physical
 - ullet liming of each session: Sundays from ullet to 10 pm /luesdays from ullet to 10 pm
 - Next round of coaching school: starts Oct 2nd and ends Dec 20th 2022
- D. Program Rules & Regulations

The participant will not receive a certificate if any of the following incidents occurred

- Absence exceeds 6 hours
- Any of the homework is not delivered on time
- Score of the final exam is lower than 75%
- E. Personal Information
- Name*
- Email*
- Phone Number*

- Current Job*
- Years of Experience*
- Reason for joining program:
- F. Reading & Agreement^a
 - Ohereby certify that all of the information I have inserted above is correct and that I have read carefully about the program and agree to enroll in it.
- Please contact this phone number to complete your enrollment: 0121 0860004

Home 5 Learning Style in Problem Solving

Career Coaching is a solution-based approach that aims at helping individuals make decisions for their careers

Get Started

Learning Philosophy

Career Coaching is a solution-based approach to help individuals make sound decisions when it comes to their career through partnerships using experiential learning techniques using different tools and enriching the knowledge of coaches by increasing their awareness of neuroscience and how that helps in better understanding the clients' mindset. We educate the coaches to help their clients with their self discovery and to improve the quality of their lives.



Vision of being a coaching provider

To coach individuals, through a journey of self exploration, to reach their career aspirations, realize their life-time purpose and inspire deep lasting transformation in the Egyptian community by helping students in the educational sector or adults in their organizations.

Mission of being a coaching provider

To deliver unrivaled integrated experiences in every career coaching class we implement, using a unique methodology combining knowledge, experience & innovation.



Statement on Ethics, Integrity & Transparency

Aspire's values are providing the following for its clients: Impact, constant improvement, collaboration, daring to be different, accountability & service. Aspire ensures that implementing these values especially in career coaching services is done with strict alignment to ICF code of ethics, providing a high level of integrity and transparency in client relations and in dealing with unexpected and extraordinary situations that might arise. This will ensure that Aspire provides this service in a professional and safe environment; allowing its clients to learn and grow, enabling them to reach their maximum potential.

About The Coaches



Tamer Isaac Senior Career Coach



ADGER ISKANGER Senior Career Coach



Mina Amir Senior Career Coach

School Objectives

- Understand how to become an effective coach and how does that compare to a counselor, trainer or psychiatrist
- Understand and apply ICF ethical standards during coaching sessions
- Learn how to help the client clarify the coaching goal and manage expectations of the coaching relationship
- Learn how coaches should continuously develop themselves to serve their clients better.

- Train the coaches to help the clients explore themselves, beyond their current understanding, using the different coaching techniques.
- Train the coaches on how to manage difficult and different cases in coaching sessions
- Help the coaches develop a coaching mindset enabling them to help their clients learn about themselves and about the world of work in an environment of trust and safety.
- Develop the ability of coaches to use different sources and tools to help their clients explore career opportunities and be able to reach their optimum role or job.
- Develop the ability of coaches to help their clients set their action plan clearly to be able to reach concrete objectives

School Content

A. Introduction to coaching, differentiating it from training, counseling and therapy.

- B. Clear understanding of the role of an effective coach.
- C. Profound understanding and application of the 8 ICF core competencies for coaching in the following 4 main areas
 - Foundation (Demonstrating ethical practice, Embodying a coaching mindset).
 - Co-Creating The Relationship (Establishing and maintaining coaching agreements, cultivating trust and safety, maintain coaching presence).
 - Communicating Effectively (listening actively, evoking awareness).
 - Cultivating Learning & Growth (facilitating client growth).
- D. Training the participants on running actual coaching sessions using coaching techniques, in the form of role plays throughout the school.
- E. Provide knowledge on career coaching through well-known theories and models in addition to learning how to apply them in different coaching sessions.
- F. Practice the use of 5 different widely used tools in facilitating the exploration and learning for clients in coaching sessions

School Duration

110 hours

Two days per week

School requirements

- Bachelor Degree
- Minimum 2 years working experience

School Rules & Regulations

The participant will not receive a certificate if any of the following incidents occurred:

- Absence exceeds 6 hours
- Any of the homework is not delivered on time.
- Score of the final written exam is lower than 75%

More Information About School

Aonia

Aspire Training Solutions - Egypt



110 Hours



English /Arabic



Offline and Online



Individuals who wish to continue as free lance career coaches



+201224585513



coaching@aspire.com.eg

Payment/Fees Policy(S)

Payment may be done in cash or credit at our office or through a bank transfer as per the details below

Bank Name: Credit Agricole Egypt

Account Name: Aspire For Training

ID Number: 100506560

Currency: EGP

Account Number: 00241100016257

Swift Code: AGRIEGCXXXX

Branch: Heliopolis- 72 Omar Ibn El Khattab Street

Complaint/Grievance policy

We encourage all feedback from customers, including complaints. Aspire has developed a complaints policy and an associated complaints procedure. Our Complaints Procedure provides clear information on how individual complaints will be handled by the Aspire team. If any participants wish to send any complaints during the course of the program or after it is completed, they should follow the below details:

- Administrative complaints (registration, payment, links ,venue, etc.) please send o the email.
 Complaints@aspire.com.eq
- Content Complaints (content of program, material, etc.) please send to the email: Content@aspire.com.eg
- Instructors/Coaches complaints (attitude of instructor, competence, communication, etc.) please send to the email
 Coaches.instructors@aspire.com.eg

All complaints will be reviewed and within 48 hours and a reply will be sent back to the sender.

Enrollment Agreement

Please Click Here to proceed to the application form

Partial completion policy

If a participant is absent for more than 6 hours, and fails to complete all or any of the assignments and evaluations, for emergency reasons like work, illness or travel, he/she is required to submit documents to prove the reason for partial completion and all should be sent to the following email : coaching@aspire.com.eg

The participant will have up to 6 months to complete assignments for completion or transfer to a different class and finish the program. In the above case the participant would be provided with a document stating the number of hours completed but will not be provided with the certificate of completion until he/she complete the required hours, assignments and evaluations.

Refund policy

Any payment that is done is non-refundable unless force majeure happened to the participant, supported by offical documents proving it

Illness policy

Any illness reported by any participant in the middle of the program needs to be supported by medical documents to be submitted to the following email: coaching@aspire.com.eg stating the full diagnosis and number of days required to be absent from the program.

Disability/Discrimination/DFII statement

Aspire training solutions aims at creating a professional and safe environment for its employees and clients living its core values of Impact, constant improvement, collaboration, daring to be different & service. By extending its services across different sectors and different communities in the country, Aspire has illustrated that dealing with diverse cultures and exercising inclusion of different mind thoughts is key to its success and growth. Through its programs whether in coaching or training of different ages/genders/ethnicities/abilities, Aspire makes sure that communication and implementation is done