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 الاختبارعلى تحديد أسلوبك في التعلم.

Part 1: Concrete Experience vs. Abstract Conceptualization

Statment	Choice
1. I prefer... أنا أفضل	○ Hands-on learning experiences. التعلّم من خلال التجارب التطبيقية ○ Learning through thinking and reasoning. التعلم من خلال التفكير والاستدلال
2. I tend to... أنا أميل إلى	○ Rely on feelings when making decisions. الاعتماد على المشاعر عند اتخاذ القرارات ○ Rely on logical reasoning when making decisions. الاعتماد على الاستدلال المنطقي عند اتخاذ القرارات
3. I learn more effectively from... أتعلّم بشكل أكثر فعالية من	○ My peers. اقراني ○ My teachers, mentors, managers. معلمين، مديرين، مرشدين

4. I like learning through...
أحب التعلّم من خلال

- Simulations.
المحاكاة
- Lectures.
المحاضرات

5. I learn well by...
أتعلّم جيدًا من خلال

- Practical experience.
التجربة العمليه
- Applying theories to hypothetical situations.
تطبيق النظريات على حالات وهمية

6. I am best at learning...
أنا أفضل في تعلّم

- Facts.
الحقائق
- Concepts.
المفاهيم

Part II: Active Experimentation vs. Reflective Observation

Statment
Choice

1. I learn best through...
أتعلم بشكل أفضل من خلال

- Active involvement in projects.
المشاركة النشطة في المشاريع
- Observation.
المراقبة

2. I would rather...
أفضل

- Do volunteer work with disadvantaged youth.
العمل التطوعي مع شباب من فئة بسيطة ومهمشة
- Read about disadvantaged youth.
أقرأ عن شباب من فئة بسيطة ومهمشة

3. I prefer assignments that...
أفضل تنفيذ المهام التي

- Require me to do it based on examples.
تتطلب مني حلها من خلال اتباع نموذج أو مثال
- Require me to do it based on my thinking about specific situations.
تتطلب مني حلها ن خلال التفكير في مواقف معينة

4. I learn well through...
أتعلم جيدًا من خلال

- Participating in a discussion.
المشاركة في مناقشة
- Listening to what others have to say.
الإستماع إلى مناقشة وآراء الآخرين

5. I tend to...

أميل إلى

- Jump right in and do something new.
الاندفاع وتجربة شيء أوطريقة جديدة
- Think about possible outcomes before trying something new.
التفكير في النتائج المحتملة قبل تجربة شيء جديد

6. I learn best...
أتعلم بشكل أفضل

- By doing.
بالممارسة
- Watching and then reflecting.
بالمشاهدة ثم التفكير والتأمل فيما حدث

Submit

This questionnaire is based on the work of George Litwin and Richard Stringer, psychologists from Harvard University. But it considers the same six distinct styles of leadership as Daniel Goleman.

Read the following statements and against each statement allocate a score:

Questions

Evaluation

1- I expect people to do as they are told, without questioning my motives
5
3
2
1
0

2- I exemplify all the standards that I expect from my team
5
3
2
1
0

3- I spend a lot of my time getting buy-in to ideas from my team members
5
3
2
1
0

4- I delegate challenging assignments, even if they will not be accomplished quickly
5
3
2
1
0

5- My team trust me implicitly
5
3
2
1
0

6- I am more interested in setting long term goals than in being involved in detailed day to day work
5
3
2
1
0

7- People who do not do what their leaders tell them deserve to be reprimanded immediately
5
3
2
1
0

8- Work should be very task-focused
5
3
2
1
0

9- I think that we can all get a good deal of insight into an issue if we discuss it as a team
5
3
2
1
0

10- I believe in investing time in people
5
3
2
1
0

11- I would prefer that team members be happy in their work than spend my time correcting each fault
5
3
2
1
0

12- I translate the organization's strategy into terms that the team can understand
5
3
2
1
0

13- I believe that decision-making in the organization should be top down
5
3
2
1
0

14- I am not convinced the team will work with initiative if I don't demonstrate what to do and how to do it
5
3
2
1
0

15- I hold a lot of meetings with my team to ensure that they are happy with the way that the team is working
5
3
2
1
0

16- I spend time helping staff to identify their own strengths and areas for development
5
3
2
1
0

17- I work hard to create a strong sense of belonging for all the team
5
3
2
1
0

18- I give my team the leeway to take calculated risks and be innovative, once I have set out the direction they should take
5
3
2
1
0

19- I know what is best for my team and expect them to do what I ask
5
3
2
1
0

20- I identify poor performers and demand more from them
5
3
2
1
0

21- Collective decision-making is the most effective form of decision-making
5
3
2
1
0

22- I give plentiful instruction and feedback
5
3
2
1
0

23- I work hard to establish strong emotional bonds between myself and my team
5
3
2
1
0

24- I try to set a vision and get staff to come along with me in creating that vision
5
3
2
1
0

25- If I believed an existing system was hampering good work, I would have no hesitation in getting rid of it
5
3
2
1
0

26- If people do not perform well enough I believe they should be quickly replaced
5
3
2
1
0

27- I believe in letting the team have a say in the way the team is managed
5
3
2
1
0

28- I encourage people to create long-term development goals
5
3
2
1
0

29- I give my team members regular feedback on their performance
5
3
2
1
0

30- In giving feedback I look at the extent to which a person's work has furthered the group vision
5
3
2
1
0

31- I have great self-control and expect to use my initiative alone in managing others
5
3
2
1
0

32- I believe that we can always find ways to do things better and faster
5
3
2
1
0

33- I think that team members should have a say in setting goals and objectives
5
3
2
1
0

34- I make agreements with my team about their roles and responsibilities and enact development plans
5
3
2
1
0

35- I give the team freedom to achieve our goals
5
3
2
1
0

36- I set out where I want the team to get to, and expect them to use their initiative in getting there
5
3
2
1
0

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 JavaScript 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

EGP650.00 60 minutes

Your browser must support JavaScript in order to schedule an appointment.
Book Now
Category: Appointments
Home 5 Self Motivation

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.
  • Timing of each session: Sundays from 6 to 10 pm /Tuesdays from 6 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*
  - I hereby 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 Self Motivation

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

Abeer Iskander

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

P

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.eg
- 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/DEIJ 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

with high emphasis on equality and justice to give equal chances for all to learn and grow.