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VIRTUAL TEAMS – COMMUNICATION

INTERCULTURAL COMMUNICATION

MOTIVATING TEAM MEMBERS

GIVING FEEDBACK

MAKING GOOD DECISIONS

NEW TO THE LEADERSHIP ROLE

DELEGATING TASKS

SITUATIONAL LEADERSHIP

APPRAISAL DIALOG AND OTHER ONE TO ONE MEETINGS

CHANGE MANAGEMENT
## COMMUNICATION

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- CONFLICT RESOLUTION BETWEEN COLLEAGUES
- ONLINE NEGOTIATIONS
- BASICS OF NEGOTIATIONS
- DIFFICULT NEGOTIATIONS
- FEEDBACK BETWEEN COLLEAGUES
- MODERATING MEETINGS
- MODERATING ONLINE MEETINGS
- TIME MANAGEMENT
- HOW TO GIVE A PRESENTATION

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- FOSTERING CREATIVITY: METHODS FOR YOUR TOOLBOX
TRAIN THE TRAINER

PRINCIPLES FOR EFFECTIVE KNOWLEDGE TRANSFER

HOW TO DESIGN AND PREPARE A TRAINING

METHODS OF TRAINING

MANAGING GROUPS IN A TRAINING

METHODS AND TOOLS FOR ONLINE KNOWLEDGE TRANSFER

SALES

MAKING INITIAL CONTACT

BUILDING RELATIONSHIPS IN SALES

IDENTIFYING NEEDS

DEMONSTRATING VALUE

HANDLING OBJECTIONS

CLOSING THE SALE

FITNESS AND HEALTH

MORE ENERGY, MORE PRODUCTIVITY, MORE SUCCESS

SMART STRESS MANAGEMENT
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GESTÃO DE MUDANÇAS – ELABORAR COM SUCESSO PROCESSOS DE MUDANÇA

EQUIPES VIRTUAIS – PROMOVER A MOTIVAÇÃO E A CONFIANÇA

DESENVOLVER UM MINDSET ÁGIL

MODERAR REUNIOES ONLINE

TRABALHANDO COM O QUADRO KANBAN

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VIRTUAL TEAMS – CREATE MOTIVATION AND TRUST

DEVELOPING AN AGILE MINDSET

MODERATING ONLINE MEETINGS

MOTIVATING TEAM MEMBERS

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Files provided to companies with their own LMS

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