

WINNING WITH PEOPLE & BECOMING A PERSON OF INFLUENCE

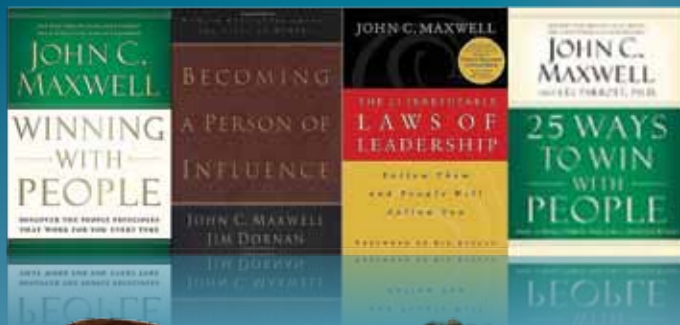
The latest from

John C. Maxwell

World's #1 Leadership Guru and NY Times Best-Selling Author of over 50 books

BY TERDTOON & SERELY ALCARAZ

- Certified Master Trainers for Winning With People, John C. Maxwell
- Certified Trainers for The Laws of Teamwork, John C. Maxwell
- Certified Facilitators for The Heart of Coaching, Thomas G. Crane



Kuala Lumpur
25 - 26 November 2010

Penang
9 - 10 December 2010

Bangkok
13 - 14 December 2010



TERDTOON

SERELY ALCARAZ

JOHN C. MAXWELL



Event Partner:



Official Bookstore:



ITD-MEGA GURU PROGRAM
LEARN FROM THE BEST TO BE THE BEST

Introduction

The strength of your leadership is found in your daily relationship with those you lead and those you influence all around you. Becoming the best leader you can be requires you to maximize your relationship skills. This workshop will provide you with the practical tools you need to immediately improve your existing relationships as well as build strong, new ones. In this Winning With People and Becoming a Person of Influence workshop, you will learn to master the core people principles and the art of becoming a person of influence. This workshop is an interactive exchange led by engaging facilitators—a chance for you and your people to interact with other leaders who are just as intentional about personal and professional growth as you are.

Key Benefits & Learning Focus

Following are the key benefits and focus of this session:

- Connecting with people
- Creating Win-Win relationships
- Nurturing other people
- Having Integrity and building trust with people
- Having faith in others
- Understanding and listening to people
- Enlarging and adding value to people
- Navigating with people
- Empowering people
- Reproducing other influences



Learning Objectives

At the conclusion of this challenging skill development program, the learners will be able to:

- Describe the benefits of high-level people skills
- Learn to build and leverage trust
- Discover and apply interpersonal mindsets to succeed in relationships
- Demonstrate specific actions that allow you to focus on other people
- Engage in learning experiences that illustrate servant leadership

Learning Methodology

Lecturette, group sharing, exercises, profiling, role plays and videos.



Program Schedule

DAY 1 & DAY 2

8.30AM	Registration
9.00AM	Official Launching & Commencement
10.30AM - 10.45AM	Morning Tea Break
12.30PM - 1.30PM	Lunch
3.30PM - 3.45PM	Afternoon Tea Break
5.00PM	Closing

Course Content

Module 1:

People Skills Overview
 Think-Say-Do Model
 Five Critical Questions
 Five Critical Questions Self Assessment
 Winning Characteristics
 Benefits of Winning with People

Module 2:

Things We Think
 The Lens Principle
 Servant leadership
 Personal Relationship Preference

Module 3:

Things We Say and Hear
 Barriers to Listening
 Personal Listening Levels
 Demonstrating Skilled Listening

Module 4:

Things We Do
 Routine Conversation
 Challenging Conversation Overview
 Identifying Challenging Conversations
 Recognizing Personal Response
 Demonstrating High-Road Response
 "Do" the Little things

Post Workshop

WIN Worksheet – Plan of Action

Who Should Attend

Those who have to deal with many people in order to get things accomplished. People who are team members and those leading teams should attend this workshop to learn how to win with people, to raise their level of influence for greater achievements. This course is also suitable for sales team members who would wish to win customers.



Trainers' Profiles



FACILITATOR & MENTOR COACH: DR. TERDTOON

Dr. Terdtoon has over 20 years of professional experience in human resource, organizational and leadership development practices, and consulting with many national and multinational corporations. He is currently one of the foremost and contemporary trainers/facilitators/consultants/coaches in his field in Thailand.

He brings a wealth of corporate anecdotal experiences to support management concepts, and is able to transform business theory into practical and useful tools, making it easy to comprehend and apply. He has a dynamic, highly interactive style of engaging with participants, and enjoys interspersing core messages with just the right amount of humor. He also applies non-directive coaching techniques to his work and clients. His background and experience in behavioral science is reflected by his hands-on approach to teaching, where participants “learn by doing”.

He is a certified trainer of the following programs:

Thomas G. Crane, Crane Consulting

- The Heart of Coaching TM

Dr. Jack Canfield, The Canfield Training Group

- The Success Principles TM

Dr. John C. Maxwell, Maxwell Institute

- Developing the Leader Within You TM
- 360 Degree Leader TM
- Winning with People: The Laws of Teamwork TM
- The Laws of Teamwork TM

Dr. William J. Rothwell, Rothwell & Associates Inc.

- Maximizing People Potential TM
- Employer Branding & Employee Engagement TM
- Organization Development & Change TM
- HR Transformation TM

In addition, Dr. Terdtoon is a certified executive coach who has been awarded the “Certification for Coaching and Mentoring Profession” (CCMP) that is recognized by the International Coach Federation ICF and the ITD Group.

To date, Dr. Terdtoon has held three key positions for ITD Group (www.itdworld.com), namely:

- Managing Director, International ITD Ltd.
- Regional Director, HR & OD, Asia-Pacific, ITD Group
- Director, International Coaching and Mentoring Academy (ICMA)

Dr. Terdtoon has played an integral role in human resource management and development within different leading multinational companies, including Pepsi-Co, Sony, Nike, Nokia, and Maersk. In addition to his working experience as an HR strategist in Thailand, he has also held a regional position in Organization Development and Human Resources Development in Asia-Pacific.

Below is his education background:

- Doctor of Business Administration, University of South Australia, Australia
- Master of Public Administration, Portland State University, USA
- Bachelor of Law, Chulalongkorn University, Thailand
- Diploma in Applied Psychology, Copenhagen Business School, Denmark
- Certification in Human Resources Development Leadership, International Consortium for Executive Development Research (ICEDR), USA

FACILITATOR & MENTOR COACH: SERELY GERALDINE D. ALCARAZ

Serely Alcaraz has been in the HR and Organization Development profession for more than eighteen (18) years. She is currently the Country Head of ITD Consulting Group, part of the Malaysian-based Institute of Training and Development Group, a leading multinational provider of business education, corporate training, professional competency development programs, business coaching and consulting services, as well as mega events and conferences in Asia-Pacific.

She began her career as an Organization Development Specialist at A. Soriano Corporation, a conglomerate consisting of affiliate and subsidiary companies from various industries. She then moved on as an Associate Consultant at SGV-Development Dimensions International, a joint venture between SGV (an auditing and consulting firm) and DDI (a human resource consulting firm based in Pennsylvania, USA). She was also the Manager for Marketing and Instruction of Dale Carnegie Training, a global performance-based training and consulting company, based in New York, USA.

She has been conducting workshops for various organizations on topics such as vision, mission and values formation; corporate culture; strategic planning; supervisory, management and leadership development; coaching and mentoring; performance management; personal and professional effectiveness; creativity and innovation, customer service; sales and marketing; negotiation and conflict management; time and stress management; facilitation and presentation skills; communication skills; team building and group dynamics. She has conducted these programs in the Philippines, China, Egypt, Malaysia, Indonesia, Singapore, Thailand and Vietnam.

Serely is a certified master trainer of Thomas Crane's The Heart of Coaching and facilitator of Jack Canfield's The Success Principles, Dr. Leonard Yong's Emotional Excellence, John C. Maxwell's Developing the Leader Within You, Business Consultants' LIFO (Life Orientation) Method, the Dale Carnegie Course: Effective Communication and Human Relations, High Impact Presentations, Sales Advantage and Dale Carnegie Seminars as well as DDI's Interaction Management, Techniques for an Empowered Workforce, Targeted Management, Targeted Selection and Service Plus programs.

An advocate of lifelong learning, she had the great opportunity to personally learn from many of the world's greatest gurus including Dr. John C. Maxwell, Dr. David Ulrich, Dr. Kenneth Blanchard, Dr. William J. Rothwell, Dr. Denis Waitley, Dr. William Byham, Anthony Robbins, Jim Rohn, T. Harv Eker, Jay Conrad Levinson, Al Ries, Hale Dwoskin, Tony Buzan, Thomas Crane, Robert Tucker and Jack Canfield.

Serely graduated with double degrees in BSc Psychology and BSc in Commerce (majoring in Human Resources Development) Magna cum Laude-Valedictorian, under the 3-year Honors Program of St. Scholastica's College, Manila. She also pursued her MBA and Master in Management programs at the Asian Institute of Management (AIM). She was the 2004 Vice President and 2006 National President of the Philippine Society for Training and Development (PSTD), 2007-2008 Director and 2009 Board Secretary and Conference Chairperson of the People Management Association of the Philippines (PMAP) and 2010-2011 Vice President of ARTDO International.

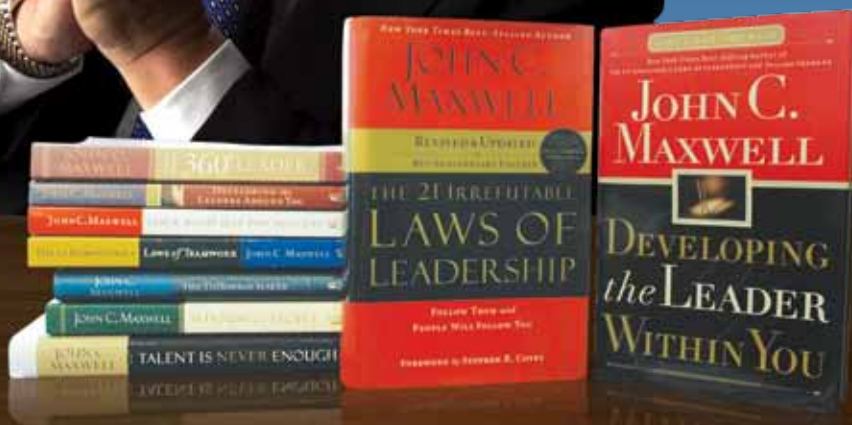


Fast Facts About Dr. John C. Maxwell

- New York Times, Wall Street Journal and Business Week best-selling author with over 50 books
- Internationally recognized leadership expert, speaker and author who has sold over 13 million books
- Named the World's Top Leadership Guru by leadershipgurus.net
- One of the 25 authors and artists named to Amazon.com's 10th anniversary hall of fame
- Has the most top ranking leadership books at Amazon.com, the world's largest book supplier
- Founder of EQUIP, INJOY Stewardship Services and Maximum Impact
- Trained more than 2 million leaders worldwide

Dr. John C. Maxwell's programs and materials are preferred the world over because they are grounded with the power of simplicity and his principles are proven to be most effective in practice.

“Genius is the ability to reduce the complicated to the simple.”



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(Please make copies of this page for registration as required)

Bangkok | 13 - 14 December 2010 • JW Marriot Hotel, Bangkok

Event Fees	Thailand	International
Early Bird Fee - Registrations with Payment before 29 November 2010	B 16,000	USD 533
Normal Fee - Registrations with Payment after 29 November 2010	B 18,000	USD 600
Group Registrations with Payment (min 6 pax)	B 15,000	USD 500

Payment Details

Payments may be made by telegraphic transfer, bank deposit or local check

13 - 14 December 2010, JW Marriot Hotel, Bangkok

Account Name (Pay to) : International ITD Limited

Account Number : 091-2-20951-7

SWIFT Code : BKASTHBK

Name of Bank : United Overseas Bank (Thai) Public Company Limited

Bank's Address : 87/2 Room 121, G Floor, CRC Tower, Wireless Road Lumpini, Pathumwan, Bangkok 10330, Thailand

Please tick: Early Bird Fee Normal Fee

Group Registration (Total Number of Pax _____ Event Fees per Pax _____)

Please specify if you are: Vegetarian Non-vegetarian

* For Group Registration, kindly indicate the number of participants who are Vegetarians & Non-vegetarians

Title and name: Prof/Dr/Mr/Mrs/Ms

Tel _____ Fax _____ E-mail _____

Mobile _____ Position _____

Organization _____

Address _____

Date _____ Signature _____

Mode of registration; call or fax either one of the below:

E-mail: itdbkk@itdworld.com

Tel: +662 650 9324 to 8

Fax: +662 650 9329

Replacements and representatives are allowed, however the fees paid are not refundable.

www.itdworld.com

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ITD was founded on a simple yet powerful vision of enabling organizational & HR development goals that enrich lives & create a better society. ITD's roots can be traced back to 1984 when a group of visionary HRD experts established an institution, which quickly emerged as a leader in its field. ITD's mission then and now remains clear – To continuously excel as the leading multinational provider of superior quality & comprehensive organizational & HR development solutions in the Asia Pacific for national and regional building.

The dawn of the new millennium heralded a new phase of international expansion as the organisation expanded its operations throughout the Asia Pacific Region. ITD Group's headquarters for global research and development is based in Singapore and its administrative head office is established in Penang, Malaysia. ITD has centers spanning Malaysia, Thailand, Vietnam, Philippines and Singapore.

ITD Group's six core activities include Corporate Training; Professional Competency Certification; Business Coaching and Consulting; Mega Events and Conferences; Business Education and Research and Community Service and Networks.

In an increasingly globalized economy driven by knowledge, competency and innovation, ITD can be the people's crucial source of competitive advantage due to its ability to combine expertise and experience from its core expertise in various distinct areas. This portfolio synergy allows ITD to better meet the unique development needs of individuals, corporations and the community.

Over the years ITD has earned a sound reputation as a leading training, HRD and education provider having successfully produced thousands of graduates and provided organizational and HR development solutions to a large number of clients throughout the Asian region. ITD's clients include many leading multinational and local corporations.

As an international HRD award winning organisation, ITD has made its mark of excellence in the international HRD arena. It is the winner of the 2006-2007 ARTDO (Asian Regional Training and Development Organisation) International HRD award. This highly prestigious international award is presented to the most qualified organization each year in recognition for outstanding contribution to international HRD.

As a clear distinction of ITD's commitment to quality and continuous improvement, the Group has attained the ISO 9001:2000 Certification for Global Provision of Training and Development. This simply means that ITD's quality management system is globally applicable and meets stringent international standards.

Ultimately, the ITD vision is all about people. The truly shared meaning behind ITD's torch goes beyond leadership and excellence, it about uplifting and bringing 'light' to people's lives and helping both individuals and organizations attain their aspirations. It is about fulfilling dreams of building a better and more peaceful tomorrow. This is the ITD passion and commitment – a pledge that people can count on.



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