ACCOMM GROUP

TRAINING | COACHING | CONSULTING | LEARNING ECOSYSTEM

Award Winner of

- Training Company of the Year
- Top Ten Leadership Development Company in Asia Pacific
- #1 Coach in Asia - Marshall Goldsmith Global Coaching Leaders Award

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Jiamjit
Chief Learning Officer

Jirawan
Program Director

Donkorn
Program Director

Varunya
Project Director

#1
COACH IN ASIA

Atchara Juicharern, AcComm Group's CEO
is named and awarded "# 1 Coach - Asia" -
The Leading Global Coaches Winner of the
THINKERS50 Marshall Goldsmith Coaching Award
17 November -London 2019

by Dr. Marshall Goldsmith, the world's most influential
Leadership Thinker and Executive Coach

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ABOUT

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ENABLER OF "LEARNING AT THE SPEED OF BUSINESS"

AcComm Group uses experiential learning methodologies; learner-focused, hands-on involvement, self-reflection, feedback, skills practice and action planning to increase interest in learning, better long-term retention, and easier transfer of learning to the workplace.

Our team has strong track record of success and cross-cultural expertise & experience.

With our fast-growing business, best practices and achievements, we are recognized and selected by Dr. Marshall Goldsmith to be his Thailand's official and direct Affiliate in Leadership Development in Thailand.

AWARDS

WE ARE AWARD WINNER OF

- #1 Coach in Asia
- Best Performance and Transformational Coaching Programmes.
- Best Practice in Learning Transfer in Improving Business Bottom Line
- Best Customer Service Program
- Training Company of the Year 2018
- Most Talented Coaching Leaders Awards

OUR VISION

Today, we are serving development needs of all types of industries and we are proud to say that we have 100% repeat customers.

Our vision is to always provide our customers the most practical & simplified learning and development experience that can be applied in the real changing world.

OUR MISSION

- We turn learning & development into action.
- We accelerate learning that drives business impact.
- We help our customers stand out from the crowd and have confidence in the future.

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FORMAL

Interactive Workshop
In class or Virtual Learning
E-learning
Certificate Program

INFORMAL

Microlearning
Gamification and Simulation
Group Coaching and Social Learning

REINFORCEMENT

Assessment
In class or On-line reinforcement
Learning Ecosystem

ACCOMM GROUP
LEARNING

LIFELONG AND LIFEWIDE

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COACHING

Recognized as the most simplified coaching skills and tools for coaching within organizations

Coaching Essentials and Principles Certificate Program

The program is ICF Approved Coach Specific Training - 60 hours.
This program develops core coaching competencies and path to creating coaching culture.

หลักสูตรการโค้ชที่ได้รับการรับรองมาตรฐานสากล โดยสหพันธ์โค้ชนานาชาติ - 60 ชั่วโมง เหมาะสำหรับการสร้าง **Internal Coach** และการสร้างวัฒนธรรมการโค้ชในองค์กร การพัฒนาทักษะและอุปนิสัยในการโค้ชให้กับผู้บริหารระดับสูง ผู้จัดการในทุกระดับในองค์กร

Leader and Manager as Coach Certificate Program

The program is ICF Approved Continuing Coach Education - 15 hours.
This program provides simple and practical tools for coaching within organization.

หลักสูตรการโค้ชที่ได้รับการรับรองมาตรฐานสากล จากสหพันธ์โค้ชนานาชาติ - 15 ชั่วโมง เพื่อพัฒนาผู้บริหารและผู้จัดการในองค์กรในการเป็นโค้ชที่มีประสิทธิผล ให้เครื่องมือการโค้ชในองค์กรที่เข้าใจง่ายและนำไปใช้ได้จริง

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THINK ON YOUR FEET®

Global Leader in Business Communication Training

"You may have brilliants ideas, but if you cannot get them across, they won"t move people and they won't get executed..."

Over 95% of communication is informal and impromptu. Think on Your Feet® is the only workshop that addresses these situations; structure ideas, get to the point and be remembered.

Think on Your Feet® benefits professionals at all levels. Transforming business communication with Think on Your Feet®

Exclusively delivered in Thailand by AcComm Group"

This workshop has successfully helped:

Executives:
- Navigate high-stakes situations
- Gain trust and respect
- Save time

Managers:
- Develop top talent
- Set clear objectives
- Boost productivity

Technical Teams
- Summarize complex information
- Communicate with non-specialists
- Speak with confidence

Sales/Customer Service Teams
- Manage objections
- Negotiate better
- Close deals faster

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LEADERSHIP
DEVELOPMENT

Three Core Programs: to develop mindset, skills set and the new tools set to lead effectively in the digital age. Leaders will be equipped with the skills to build the agile and collaborative teams effectively.

LEADING SELF

LEADING PEOPLE

LEADING TEAMS

For the team to commit to continuous development,
the new type of leader is needed today

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NAVIGATING IN TIMES OF CHANGE

LEADING CHANGE AND TRANSFORMATION.

Constant change is the new normal. The fast rate of change in the world today is affecting organizations and redefining today's business environment.

We provide strategies, processes and solutions for leaders, teams and organizations to navigate effectively and successfully through rapid changes.

Organizational Navigation™
Fast. Deep. Strategic.

In changing circumstances and market situations the senior leadership team must reassess, decide and redirect the entire organization frequently together. Failing to do this in a timely manner leads to stagnation.

Organizational Navigation™ is a yearly process based on two days structured strategic navigation process for senior leadership teams, creating together the next phase of the organization's strategy and focus.

You will benefit from the Organizational Navigation™ when:
- you need to on-board a new CEO;
- you have a new management team or new team members
- there is a need to change the organization's strategy
- facing a major change in the organizational environment
- there is a need to create alignment and cooperation within your Executive Team
- you need a clear and structured process to run an executive annual off-site event.

Team Navigation™
Driving change together

Team Navigation is designed to support teams, whether they are structural, professional, or virtual - in navigating their way most effectively in changing circumstances.

Following the workshop and through a follow up process, the organization gets teams that are:
- Better aligned
- Better engaged
- With higher level of buy- in
- Function better as a team

The team leaves the workshop with an internalization and adoption of the organization's overall strategy, a clear action- plan to harness the team to support the strategy, and a beginning of breaking through their limiting beliefs to ensure the best possible results.

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SOFT SKILLS

CERTIFICATE PROGRAM

The best way to avoid losing your job to AI is
"to be the best human-being you can be"

SELF-AWARENESS

SELF-MANAGEMENT

SOCIAL AWARENESS

RELATIONSHIP MANAGEMENT

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MISSION POSSIBLE™

HOW TO BE PRODUCTIVE IN DISRUPTIVE REALITY?

Do you want to save 3-4 hours a day and be more productive?

The program is designed especially for the very busy individuals, managers and supervisors who:

- operate in a very fast pace changing environment
- work in pressing conditions under the expectation for increased effectiveness and large amounts of quality deliverables
- live and work under stress and burnout mode
- need to adapt very quickly to dynamic priorities and changing areas of focus
- experience excessive interruptions in their daily life
- are not able to complete things on time

The program is based on 6 timeless principles. Each principle unfolds in a structured way combining introduction, scientific definitions, prominent quotes, real life stories, practical exercises, experts' advice, powerful tools, best practice, exercises, reflection and commitment.

DON'T BE BUSY, BE PRODUCTIVE

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TEAM COACHING SKILLS FOR AGILE LEADERS

Equips leaders, managers and team leaders with confidence and capabilities to build and navigate agile and continuous-development teams.

The Essential Leadership Skills in the 21st Century is to lead and develop the agile, collaborative and continuous development teams. As digital disruption has come into every industry, organizations do not only need more strong leaders, we also need a completely different style of leader.

The older business models are no longer working, effective leaders need new capabilities to succeed. Successful organizations have redesigned their organizations to be more dynamic, agile, team-centric and connected.

Leaders will be able to keep people engaged and drive a culture of innovation, learning and continuous improvement. This workshop is strategic, transformation-driven, performance-focused, highly eaging and productive.

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DESIGN THINKING

A structured process that helps teams break free of counterproductive tendencies that impede innovation.

Our design thinking tools enable your team to exercise critical thinking, solving complex problem and unleash creativity.

Experience the beauty of design thinking mindset, structure, collaboration and discovery. This workshop will help you transit to a new management paradigm and professionalize your design thinking skills.

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MANAGEMENT ESSENTIALS

MANAGEMENT DEVELOPMENT

- DELEGATING EFFECTIVELY
- GOAL SETTING
- PEOPLE MANAGEMENT
- PROBLEM SOLVING & DECISION MAKING
- PROJECT MANAGEMENT

SUPERVISORY SKILLS

- EFFECTIVE COACHING AND MENTORING
- GOAL SETTING
- MEETING MANAGEMENT
- PLANNING AND ORGANIZING
- TEAM SYNERGY

PERFORMANCE MANAGEMENT

- PERFORMANCE MANAGEMENT
- SETTING SMART GOALS
- PERFORMANCE FEEDBACK
- **OKR AND CFR**

COMMUNICATION STRATEGIES

- ACTIVE LISTENING & EMPATHIC LISTENING
- ASSERTIVE COMMUNICATION
- CONFLICT MANAGEMENT
- EFFECTIVE BUSINESS PRESENTATION
- EFFECTIVE NEGOTIATION SKILLS
- GIVING AND RECEIVING FEEDBACK
- HANDLING DIFFICULT PEOPLE
- NLP
- STORYTELLING
- WORKING WITH ANYONE SUCCESSFULLY

PRODUCTIVITY

- EFFECTIVE MEETING
- MISSION POSSIBLE™
- PRODUCTIVE HABITS
- TIME MANAGEMENT AND GETTING THINGS DONE

MORE:

- EMPLOYEE ENGAGEMENT
- FINANCE FOR NON-FINANCE
- HR FOR NON-HR

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SALES AND CUSTOMER SERVICE

SALES DEVELOPMENT

- BUILDING PARTNERSHIP WITH CUSTOMERS
- DEVELOPING SALES PROFESSIONALS
- NEGOTATION FOR RESULTS
- PROFESSIONAL IMAGE AND BUSINESS ETIQUETTE FOR SALES
- STORYTELLING FOR SALES™
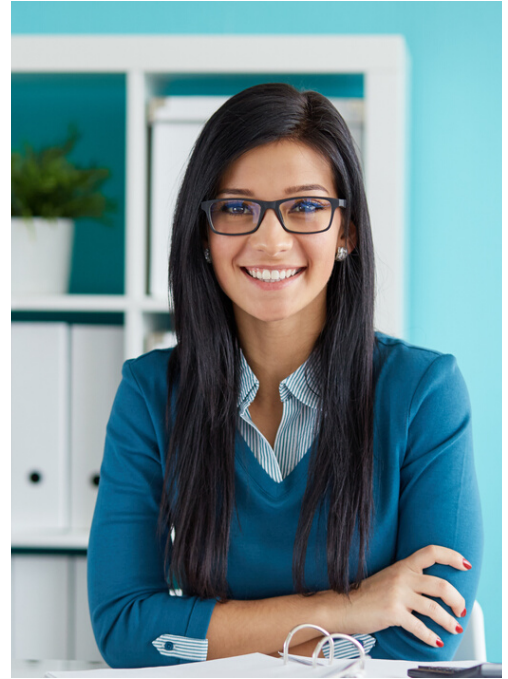- STRATEGIC PRESENTATION FOR SALES

ASSESSMENT

- WHAT IS MY SELLING STYLE?
- WHAT IS MY CUSTOMER SERVICE STYLE?

CUSTOMER SERVICE

- CUSTOMER SERVICE EXCELLENCE
- CREATING CUSTOMER-CENTRIC CULTURE
- COMMUNICATING EFFECTIVELY WITH CUSTOMERS
- EXCELLENT CUSTOMER SERVICE IN HOSPITALITY BUSINESS
- EXCELLENT CUSTOMER SERVICE IN FINANCIAL BUSINESS
- EXCELLENT CUSTOMER SERVICE FOR TECH PEOPLE
- EMOTIONAL INTELLIGENCE IN CUSTOMER SERVICE
- EFFECTIVE COMPLAINT HANDLING
- PROFESSIONAL IMAGE AND BUSINESS ETIQUETTE IN CUSTOMER SERVICE

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PROFESSIONAL IMAGE & PERSONALITY DEVELOPMENT

PROFESSIONAL IMAGE

- BUSINESS ETIQUETTE
- DINING ETIQUETTE
- EFFECTIVE COMMUNICATION
- EXECUTIVE PRESENCE
- DRESS FOR SUCCESS
- NETWORKING SKILLS
- PROFESSIONAL IMAGE IN CUSTOMER SERVICE
- SOCIAL ETIQUETTE

MINDSET

- GROWTH MINDSET
- PROACTIVE THINKING
- NLP FOR SELF CONFIDENCE
- NLP FOR GREAT PERSONALITY
- INCREASING YOUR INFLUENCE

EXECUTIVE PRESENCE

- INCREASING YOUR INFLUENCE
- PROFESSIONAL IMAGE FOR EXECUTIVES

ASSESSMENT

- WHAT IS MY STYLE?
- WHAT IS MY COMMUNICATION STYLE?

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COMMUNICATION
ESSENTIALS

Simplication is amplification.

COMMUNICATION

- BUILDING TRUST AND PARTNERSHIP
- DEVELOPING YOUR VERBAL AND NON-VERBAL COMMUNICATION SKILLS
- EFFECTIVE COMMUNICATION
- HOW TO BE AN ASSERTIVE COMMUNICATOR?
- IMPACTFUL COMMUNICATION
- INCREASING YOUR INFLUENCE
- LISTENING EFFECTIVELY
- NEGOTIATION SKILLS
- PERSUASIVE SKILLS

ASSESSMENT

- WHAT IS MY STYLE?
- WHAT IS MY COMMUNICATION STYLE?
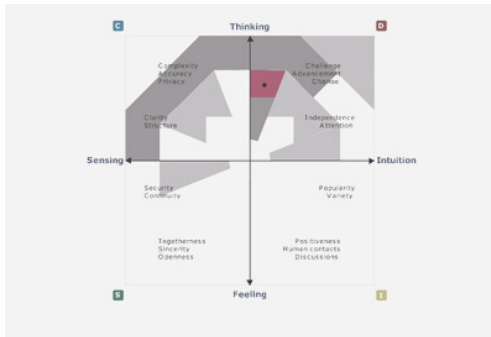
PRESENTATION

- EFFECTIVE BUSINESS PRESENTATION
- STORYTELLING
- TRAIN-THE-TRAINER

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ASSESSMENT

ASSESSMENT SOLUTIONS AT YOUR FINGERTIPS

▶ **Contact us - Get Password - Receive Profile**

▶ FOR RECRUITMENT

1. Selection steps
2. Reviewing the competencies
3. Interviewing the candidates

▶ FOR DEVELOPMENT

- Coaching and training
- Individual development plan
- Feedback and development
- Coaching and mentoring
- Career planning

▶ SELF-AWARENESS AND SELF DEVELOPMENT

- Behavioral Styles
- Strenghts
- Motivation
- Development Tips
- Leadership
- Management
- Communication
- Sales
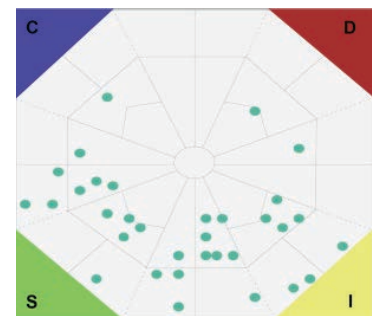- And many more..........

▶ FOR TEAM AND ORGANIZATION

1. Team
- Sales team
- Project team
- Customer service team
- Any many more...

2. Organization
- Organization culture assessment
- Change management profile

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CRITICAL THINKING
THINKING SMARTER FOR BETTER RESULTS

How do we optimize our thinking and bring out the best in problem solving, decision making and creativity. Our previous participants said that this workshop is the answer.

The workshop raises the bar for leaders, managers and yong & senior team members to imporve individual, team and organization's overall performance.

We provide concrete tools that you can put to use right away. Solving technical problems, allocating resources, managing teams, working with customers, you can master critical thinking and the process to get better & creative results.

PART 1: CRITICAL THINKING

- What is critical thinking?
- When do we use critical thinking?
- Framework and tools for critical thinking

PART 2: PROBLEM SOLVING

- Framework and tools for effective problem solving
- The Thinking Coach

PART 3: DECISION MAKING

- Beliefs and assumptions
- Triangular thinking
- Influencing without authority

PART 4: CREATIVITY

- Creative problem solving tools

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STORYTELLING™

FOR SALES

Connect. Influence. Sell.

It's been said that star performers who sell solutions are almost 200% more productive than the average seller. When we ask sales managers what sets their star performers apart from the rest, they consistently tell us that the stars are intuitive strategic storytellers. Storytelling skills have become vital in the new selling environment.

Build fast rapport

Establish credibility

Create value

INFLUENCE

STORY TELLING

STORY-TRIGGERING

STORY-LISTENING

INSPIRATION

INSIGHTS

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SUCCESS WITH PEOPLE

WORKING WITH ANYONE SUCCESSFULLY

Aware

Accept

Adapt

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GAMIFIED BUSINESS SIMULATIONS

SIMULATIONS THAT TRANSFORM ORGANIZATION LEARNING
BROUGHT TO YOU BY ACCOMM GROUP

Gamified business simulation is recognized as one of the best learning engagement tools that transform leadership and team development.

Simulations add value in several leadership and team development areas: exposure to a VUCA world, preview of a particular leadership role, opportunity to practice skills, and assessment of participants' strengths and development needs.

Simulations can also increase participants' awareness of their own skills and gaps. The fine-grained behavioral feedback resulting from careful observations can enhance development planning and effectiveness.

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COVER ALL KEY AREAS YOU NEED FOR TODAY'S AND FUTURE SKILLS

- Quality E-learning
- Tools to monitor, measure and manage engagement & impact
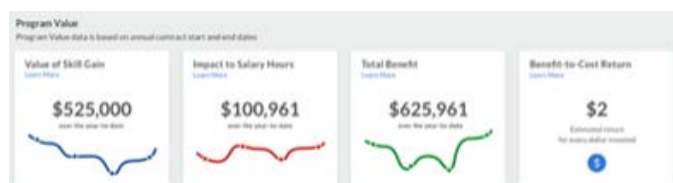
Leadership

Business Skills

Technology & Developer

Digital Transformation

Compliance

Productivity & Collaboration Tools

Program Value
Program Value data is based on annual contract start and end dates

Value of Skill Gain	Impact to Salary Hours	Total Benefit	Benefit-to-Cost Return
Learn More	Learn More	Learn More	Learn More
$525,000	$100,961	$625,961	$2
over the year-to-date	over the year-to-date	over the year-to-date	Estimated return for every dollar invested

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100% of clients repeat business with us

WE GROW BY WORD OF MOUTH
⊕

SIMPLIFIED

PRACTICAL

ENGAGING

Our clients call us "Lifetime Partner"

+45,000 people we have developed applying blended learning & developmet

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