



Access One Indonesia Training Business

- To provide holistic approach knowledge-based when we deal with clients, both for the company who assign us as well as our individual participants in our class rooms

Access[®]1
Accelerating Sales



Accelerating
Performance
Training

Up Grade Training

Have we provided our employees the basic skills to do the job as well as challenge them to apply the best market practices ?

Functional Skills Certifications

Sales Team

- Focus on basic, advanced and corporate selling

Frontlines

- Provide specific content development and best market practices servicing concept

Operational Supports

- Focus only on increasing productivity through exploring internal customers' needs and communicate effectively

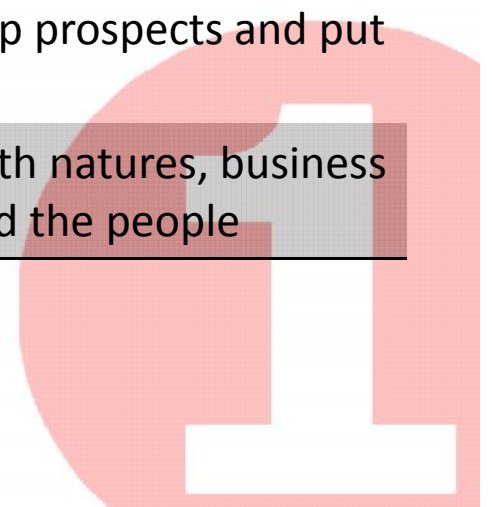
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Functional Skills Certifications Sales Team

Basic Certifications for Sales Team

Topic	Key Reviews
Selling Skills	Applying Consultancy Methods
Productivity & Time Management	Able to map prospects and put priorities
Industry Knowledge	Familiar with natures, business process and the people





Functional Skills Certifications Sales Team

Advanced Certifications for Sales Team

Topic	Key Reviews
Presentation Skills	Specific methods to find tailor-made presentations, how to deliver presentations effectively
Negotiation Skills	Able to map company's positions and clients' position and apply the right strategy
Advancing Relationship	Mapping the existing clients' relationship, tools to increase them.



Functional Skills Certifications Sales Team

Certifications for Advanced Corporate Selling

Designed for high level corporate selling involves many layers at prospects' institution & step by step selling

Topic	Key Reviews
Decision Makers Mapping Workshop	Workshop to elaborate the prospects' business situations, people involves, and the process to final stage
Advanced Negotiation Skills Workshop	Workshop to build-up specific strategy to negotiate
Advanced Presentation Skills	Enrich content-based for high level knowledge-based presentation in every steps of selling



Functional Skills Certifications Frontlines

Certifications for Frontlines

Topic	Key Reviews
<i>Bumbu Tanganan</i> – The Spirit of Servicing	Exploring the best application methods to have frontlines understand their roles deeply and put it personal
Face to Face Servicing Frame	Specific content development for servicing frame in your company, step by step chart and meet the goals
Voice & Digital Contacts	Teleservicing basic concept including step by step frame and digital servicing to covers language, manners and tips.



Functional Skills Certifications Operational Supports

Certifications for Operational Supports

Limited to increase
productivity through
effective
communications
and team work

Topic	Key Reviews
Exploring Needs & Selling Ideas	How to get the right needs from our internal customers and then selling the ideas that can win both parties
Beyond Communications & Team Work	How to analyse type of persons instantly and then using it to adapt our communication styles. Team work sessions will focus on discussion to review and find solutions of most popular team work cases

Accelerating
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Training

Local Power of Leadership

When they perform well or beyond expectations, they need to know what training we plan them to follow through to reach the higher level.

Leadership Path

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graph LR; LP((Leadership Path)) --- BS((Basic Supervisory)); LP --- SS((Senior Supervisory)); LP --- STS((Strategic Supervisory));
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Basic
Supervisory

- Focus on basic managerial function: manage team to deliver the target

Senior
Supervisory

- Able to focus on empowering team and collaborating effectively with other functions

Strategic
Supervisory

- Able to transform job and people into Values and Corporate Goals



Leadership Path

Basic Supervisory

The focus is to manage the job done by managing the team

Topic	Key Reviews
Managing Jobs & Coaching	How to manage the jobs spread up equally based on each team members' qualifications and increase their productivity through two types of coaching: motivating & assisting
Recruiting A Plus & Build Up A Plus Team	How to do recruitment using competency based model to have the best candidates fit-in the post and then merge the team to gain A plus results

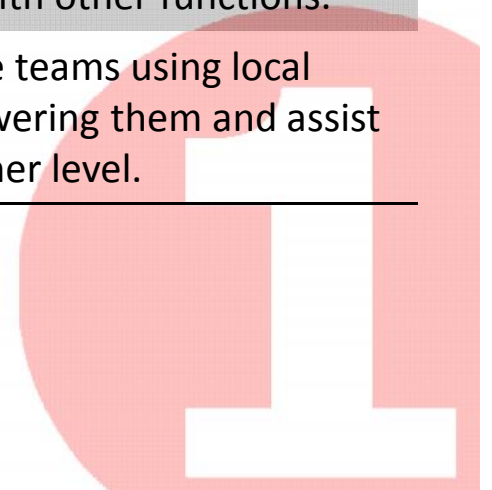


Leadership Path

Basic Supervisory

The focus is to develop people to deliver the best potentials they have.

Topic	Key Reviews
The Power of Questions Coaching	How to do coaching using questions only, and find the hot buttons. Using the same steps to gain higher relationship with other functions.
From Great to Local Values	How to inspire teams using local values, empowering them and assist them to a higher level.





Leadership Path

Basic Supervisory

The focus is to transform jobs and people into Business Goals and Corporate Values.

Topic	Key Reviews
The Strategic Mapping of Corporate Vision-Mission-Values into starategic Initiatives	How we put our VMV into strategy, step by step to build up the strategy and action plan
The strenght of Values to Inspire the nationwide employees Workshop	Exploring opportunities to empowering employess at all levels, using Structured Values' Campaigns



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Personal Development

How we balance the professional life and personal one? Do you think the best performance will result from this perspective?

How employees see the world will also affect how they do things in working life. We explore the balance to give the best result both for company and employees.

Personal Development

Creative Problem Solving

- Exploring our belief system that affect the we see problems
- Then we can focus on creative solutions, both for personal and working life

Super Factors

- Get focused and able to sinergized personal and career goals



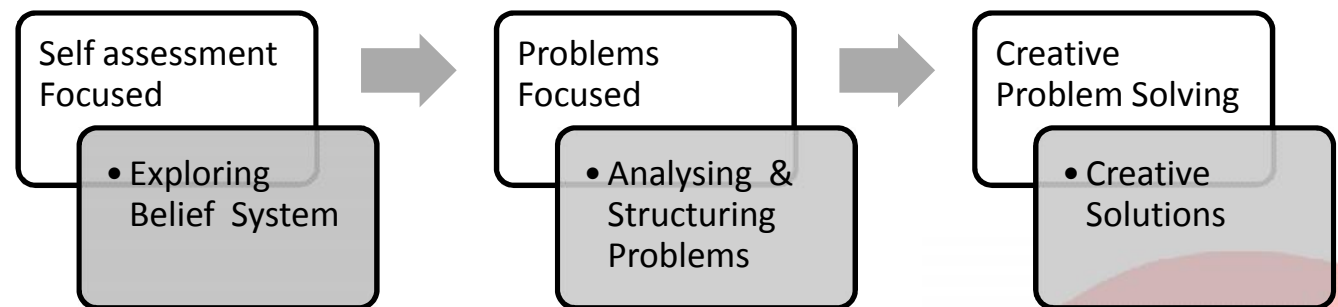


Personal Development

Creative Problem Solving

The focus is to gain new mind-set when we approach a problem by exploring our existing belief system.

Then we can move on with creative ideas to solve the problems using mind-mapping & heart-set analysis.



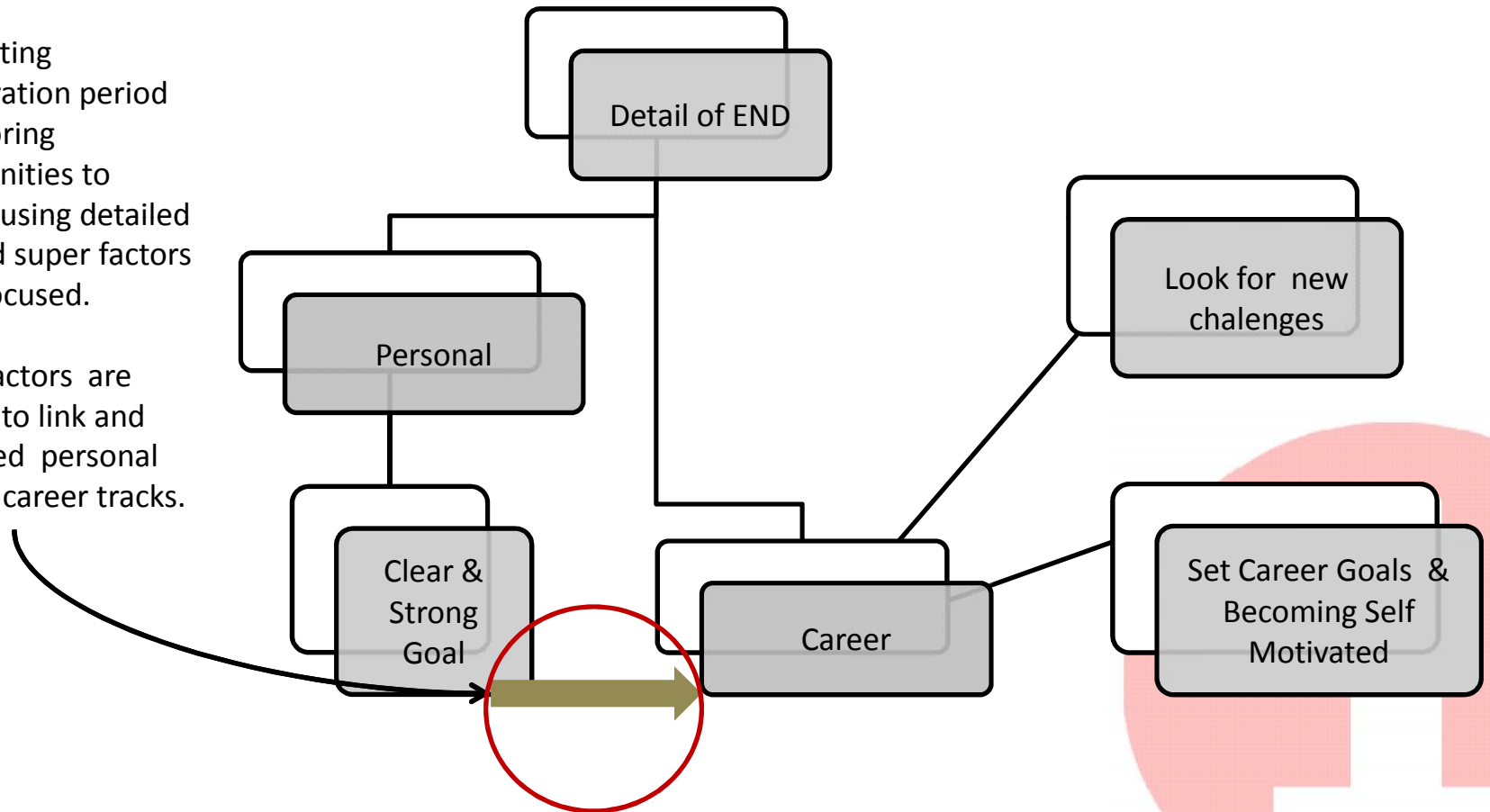


Personal Development

Super Factors

Anticipating demotivation period by exploring opportunities to achieve using detailed plan and super factors to get focused.

Super Factors are reasons to link and sinergized personal goals to career tracks.



Contact

US!



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