

Learning and Development

Training – Mentoring – Coaching

PP 2021

Coach Sirisa SDA – OCCC Asia, July 2021

Human Resource Development Policies and Philosophy



Nissan believes that for employees to work in a worry-free, self-initiated manner, they need to be able to pursue their careers regardless of gender, nationality or other factors. Skill development programs are another essential part of making the workplace attractive to employees.

We believe that employees should “design their own careers” and that we should actively assist their efforts to do so. Learning is an essential preliminary step for value creation, and a corporate culture of learning cannot exist without the desire **to create value**. As an organization that grows through constant learning, we support our employees’ personal growth through **proactive human resource development**.

https://www.nissan-global.com/EN/SUSTAINABILITY/REPORT/SOCIAL/HR_DEVELOPMENT/

www.SCHcoaching.com | Email: info@occc.asia | Phone: 096 - 245 4299



Learning and Development

Online training program

Sales Management Coaching essential



Sales Management Coaching Program

SUMMARY

ตารางการอบรมหลักสูตรการบริหารงานขาย

หลักสูตรเปิดทั้งหมด 10 รุ่น : รุ่นละ 30 คน : ใช้ระยะเวลาการอบรม 5 วัน / รุ่น

ผู้สอน	ตุลาคม 2564																											
	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26							
	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue							
อ. สิริษา																												

ผู้สอน	พฤศจิกายน 2564																											
	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26							
	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri
อ. สิริษา																									รุ่น 1	รุ่น 2	รุ่น 3	

ผู้สอน	ธันวาคม 2564																											
	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26							
	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun							
อ. สิริษา										รุ่น 1	รุ่น 2				รุ่น 3	รุ่น 1	รุ่น 2	รุ่น 3										

ผู้สอน	มกราคม 2565																											
	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26							
	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	We							
อ. สิริษา								รุ่น 4						รุ่น 4														

ผู้สอน	กุมภาพันธ์ 2565																											
	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26							
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat							
อ. สิริษา											รุ่น 7	รุ่น 8				รุ่น 9	รุ่น 10											

ผู้สอน	มีนาคม 2565																											
	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26							
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat							
อ. สิริษา		รุ่น 7	รุ่น 8	รุ่น 9	รุ่น 10				รุ่น 5	รุ่น 6	รุ่น 5	รุ่น 6																

Coaching and Mentoring Skills for Manager / Leader

- การเตรียมความพร้อมด้านทัศนคติ และทักษะพื้นฐาน ที่จำเป็น สำหรับกระบวนการโค้ช
- การเรียนรู้ มีความเข้าใจ กระบวนการทำงานของความคิด สมองและพฤติกรรม

Module 1: Readiness in Coaching

Module 2: Leader's Coaching skill

- การศึกษาศาสตร์การโค้ช ตามหลักสากล
- การพัฒนาทักษะการโค้ช

- การพัฒนาทักษะที่ปรึกษา/พี่เลี้ยง(Mentor) ให้ทีมงาน
- การพัฒนาประสิทธิภาพทีมงาน

Module 3: Effective Mentoring and Monitoring

Module 4: Manager as a coach

- การสอนงานด้วยแนวทางการโค้ช
- การยกระดับภาวะผู้นำ
- การสรุปการเรียนรู้ นำสู่แนวทางปฏิบัติ

Pre - Test

Existing Coaching and People skill and mindset.

Interim questionnaire:

To support the participants learning process.

Post-Test

Management summary report

Module 1: D1: 3 hrs

Module 2-3: D2: 3 hrs

Module 3-4: D3 : 3 hrs

PRE-WORK

<https://youtu.be/CHwoy4aE3O8>

<https://youtu.be/r835LjEc8dA>

https://www.youtube.com/watch?v=LpOjy0_Ttll

https://youtu.be/i1FC_ZM7tso

<https://youtu.be/sdcRJzvEnPo>

<https://youtu.be/eH5nCzTJs-4>

<https://youtu.be/06bHCRLHwgA>

<https://youtu.be/DnY4rIGNgZE>

<https://youtu.be/KN2b7uoU4LI>

<https://youtu.be/4m2avRjbyXc>

<https://youtu.be/zV2YzRu8KoU>

<https://youtu.be/2ITW3zPMG-Y>

<https://youtu.be/UUKi3oAzNzQ>

<https://youtu.be/PqTxbhM1Ut4>

<https://youtu.be/Owen4wt44I8>

<https://youtu.be/SvcqaFXsiuE>

<https://youtu.be/a0GcnSLULHY>

<https://youtu.be/IJWnSnWonfA>

<https://youtu.be/eH5nCzTJs-4>

<https://youtu.be/gEvUyFyF5Sw>

<https://www.youtube.com/watch?v=Ycd3pUsvWA4>

<https://www.youtube.com/watch?v=g4gPWYDYFYw>

<https://youtu.be/Ob4A2zc2ch8>

<https://youtu.be/32ZTTVI6HQw>

<https://youtu.be/A2klmk8AL-s>

<https://youtu.be/KCz-n8rzoZM>

<https://youtu.be/hw8HrcnU0Ro>

<https://youtu.be/VXC67pdxijk>

<https://youtu.be/0SvhpXgxQH8>

<https://youtu.be/eTPzgJjTuEU>

<https://www.youtube.com/watch?v=45bU7fO6FQw>

<https://youtu.be/bttBJpCYKCY>

<https://www.youtube.com/watch?v=BqZnWYn8GLw>

<https://youtu.be/KgAlF1RaNZ8>

<https://youtu.be/Qo3SDZozlnM>

<https://youtu.be/ls8LUljwP0k>

<https://youtu.be/hhGjcyDbKN0>

<https://www.youtube.com/watch?v=jlbcPNSV98s&t=115s>

<https://youtu.be/vK2qQxLwRXU>

<https://youtu.be/hPDahHBcl7A>

https://youtu.be/7IjliM_jwmc

<https://youtu.be/23D5JewW8aU>

POST TEST SCORE

12/13/2021 13:01:07	4 / 10
12/21/2021 12:19:09	8 / 10
12/21/2021 12:19:12	6 / 10
12/21/2021 12:19:14	5 / 10
12/21/2021 12:19:52	6 / 10
12/21/2021 12:20:01	5 / 10
12/21/2021 12:20:05	7 / 10
12/21/2021 12:20:05	5 / 10
12/21/2021 12:20:22	7 / 10
12/21/2021 12:20:24	8 / 10
12/21/2021 12:20:29	5 / 10
12/21/2021 12:21:26	8 / 10
12/21/2021 12:23:59	6 / 10
12/21/2021 12:25:06	5 / 10
12/21/2021 12:25:43	5 / 10
12/21/2021 12:30:34	6 / 10
12/21/2021 12:30:35	5 / 10
12/22/2021 12:51:55	6 / 10
12/22/2021 12:52:41	6 / 10
12/22/2021 12:52:54	5 / 10
12/22/2021 12:53:25	6 / 10
12/22/2021 12:53:40	6 / 10
12/22/2021 12:54:04	5 / 10
12/22/2021 12:55:09	6 / 10
12/22/2021 12:55:13	5 / 10
12/22/2021 12:55:23	5 / 10
12/22/2021 12:55:59	6 / 10
12/22/2021 12:56:33	8 / 10
12/22/2021 12:57:21	4 / 10
12/22/2021 12:57:57	6 / 10
12/22/2021 12:58:19	7 / 10
12/22/2021 12:58:58	8 / 10
12/22/2021 13:00:21	6 / 10
12/22/2021 13:07:51	6 / 10

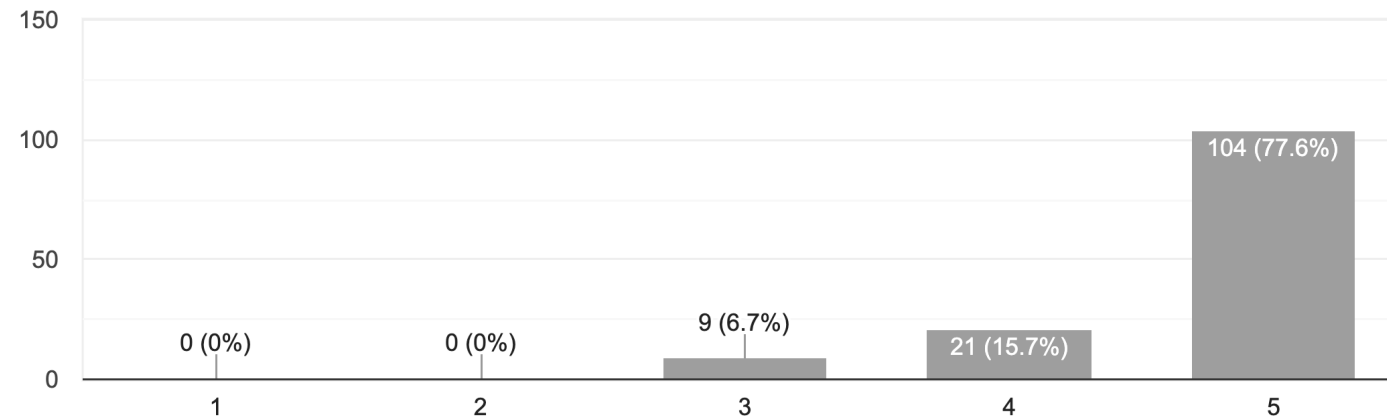
12/22/2021 13:14:56	7 / 10
12/22/2021 13:23:14	8 / 10
12/22/2021 14:24:38	4 / 10
12/22/2021 15:55:25	7 / 10
12/23/2021 11:04:26	6 / 10
12/23/2021 12:12:39	6 / 10
12/23/2021 12:12:41	8 / 10
12/23/2021 12:17:05	7 / 10
12/23/2021 12:18:20	7 / 10
12/23/2021 12:22:12	4 / 10
12/23/2021 12:23:46	7 / 10
12/23/2021 12:37:02	7 / 10
1/10/2022 8:34:54	8 / 10
1/18/2022 16:42:20	7 / 10
1/19/2022 12:32:51	5 / 10
1/19/2022 12:34:17	5 / 10
1/19/2022 12:34:53	6 / 10
1/19/2022 12:35:10	8 / 10
1/19/2022 12:35:18	6 / 10
1/19/2022 12:35:26	8 / 10
1/19/2022 12:35:42	3 / 10
1/19/2022 12:36:00	5 / 10
1/19/2022 12:41:09	8 / 10
1/19/2022 12:43:29	5 / 10
1/19/2022 13:01:37	8 / 10
1/19/2022 13:04:16	8 / 10
1/19/2022 13:16:25	5 / 10
1/19/2022 13:33:21	7 / 10
1/19/2022 14:34:21	7 / 10
1/19/2022 15:26:12	7 / 10
2/17/2022 16:13:35	6 / 10
2/17/2022 16:37:16	7 / 10
2/17/2022 17:42:55	4 / 10
3/7/2022 12:14:24	5 / 10
3/7/2022 12:14:57	4 / 10

3/7/2022 12:16:20	7 / 10
3/7/2022 12:17:00	6 / 10
3/7/2022 12:18:27	6 / 10
3/7/2022 12:19:17	6 / 10
3/7/2022 12:20:13	4 / 10
3/7/2022 12:24:17	6 / 10
3/7/2022 12:30:42	7 / 10
3/7/2022 12:43:39	6 / 10
3/7/2022 13:19:11	7 / 10
3/7/2022 14:54:50	6 / 10
3/7/2022 15:02:48	8 / 10
3/8/2022 12:21:45	5 / 10
3/8/2022 12:21:49	6 / 10
3/8/2022 12:22:57	5 / 10
3/8/2022 12:24:09	7 / 10
3/8/2022 12:24:24	5 / 10
3/8/2022 12:24:41	6 / 10
3/8/2022 12:26:43	6 / 10
3/8/2022 12:38:29	7 / 10
3/9/2022 12:25:46	7 / 10
3/9/2022 12:25:57	7 / 10
3/9/2022 12:26:27	6 / 10
3/9/2022 12:29:00	7 / 10
3/9/2022 12:31:47	6 / 10
3/9/2022 12:32:11	5 / 10
3/9/2022 12:35:33	6 / 10
3/9/2022 12:42:32	8 / 10
3/9/2022 12:43:48	6 / 10
3/10/2022 12:13:30	4 / 10
3/10/2022 12:13:58	6 / 10
3/10/2022 12:16:52	6 / 10
3/10/2022 12:17:06	5 / 10
3/16/2022 12:47:05	8 / 10
3/17/2022 9:56:58	5 / 10
3/17/2022 10:56:50	6 / 10
3/17/2022 11:56:15	6 / 10
3/17/2022 11:58:01	6 / 10
3/21/2022 11:51:21	5 / 10

PARTICIPANTS OPINIONS

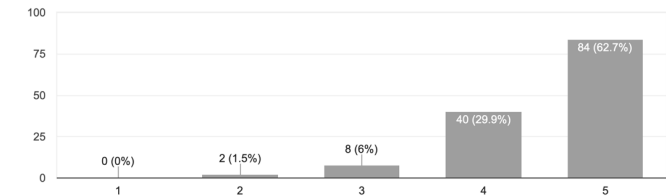
ประโยชน์ของเนื้อหาต่อการนำไป ประยุกต์ใช้

134 responses



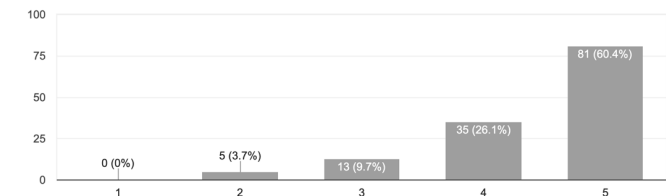
ความน่าสนใจของเนื้อหา วิชา การเรียนรู้

134 responses



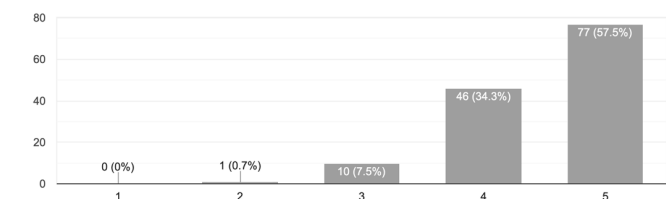
ความเหมาะสมของเวลาในการฝึกอบรมเพื่อสามารถนำไปปฏิบัติจริง

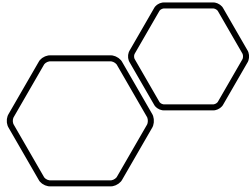
134 responses



การรับความรู้ ความเข้าใจ ในเนื้อหาวิชา จากการฝึกอบรม

134 responses





Sales Management Coaching Essential



Sales Management Coaching Essential

Composition: Managerial skill, Coaching skill, Mentoring practice, Mindset, Team development

Learning: 4 Training modules, Workshop, Group coaching, Mentoring, Homework, Assessment (optional)

Key content: Coaching and mentoring skills, Leadership, Team performance development

Objective:

- To leverage managerial skills
- To develop Coaching skill and culture
- To ameliorate team management
- To enhance sustainable sales team efficiency and performance

Participant: Sales Manager, Leaders , 25-30 max 35 persons for online class

Facility: Online learning– on Zoom, 4 Modules, 9 hours online (12 hrs offline), (total 6 modules, optional)



Sales Management Coaching Essential

4 Training modules

Module 1: Management readiness in Coaching

Module 2: Leader's coaching skill

Module 3: Effective Mentoring and Monitoring

Module 4: (Sales) Manager as Coach

2 optional modules – Group Coaching – Gallup CliftonStrengths

Module 5: Effective (Sales) team development (optional)

Module 6: Leading high-performance (Sales) team (optional)

Module 5: Effective sales team development



Learning: Participants will learn and understand the talent of themselves as well as talent of their team members for effective sales team performance development and sales approach. Participants will also be able to self-develop and leverage their selling skills from their strengths.

Core content:

- Gallup Strengths coaching
- Sales Team strengths development
- Practical elements from talent development to sales performance

Learning tools: Gallup-Clifton Strengths assessment

Activity: Gallup Strengths - Group coaching program

Homework: Practice of personal strengths development

Participants: all levels, 15- 25 persons

Facility: Online - Microsoft team, 09.00 – 12.00 AM, 3 hours, Following module : within 1- 2 week



Module 6: Leading high-performance sales team



Learning: Participants will gather and share their experiences of applying team strength development for enhancement of their sales team performance.

Core content:

- Developing team performance standard (Meeting, Openness, Proactivity, etc)
- Onsite case studies
- Sales team performance development plan

Activity: Gallup- Clifton Strengths assessment, M6 - Effective team strengths development plan

Homework: Strength development practice

Participants: Management level, 15 -25 persons

Learning: online - Microsoft team, 09.00 – 12.00 AM, 3 hours



OCCC at a glance

Operation Competency Consulting and Coaching

With admiration of human capability and development. OCCC believes employees are the most valuable resource. They are able to create the greatest organization, the best operation, outstanding business performance, and extraordinary customer satisfaction and engagement.

More than 15 years of experience providing professional services in Organization Structure and Organizational Behavior to Multinational corporations, International firms, and Local manufacturing.

OCCC has been consisting of high-quality intellectual and value chain services for human resource development to support our strategic partners in escalating their core operations and business performance without any reluctance.

Our Professional Consultants and Coaches are proficient in both methodologies and practical elements from professional experiences.

OCCC has been succeeding in more than 200 projects in the area of Organization development consulting, Human resources Development, Learning, and Development including training, facilitating, and Coaching program.

Our clients are Multinational Corporation MNC's, - Engineering, Automotive, Telecommunication, Consumer products, FMCGs, Local Manufacturing - Industrial products, Consumer products, Financial institute, Education institute, Telecommunication, Government sectors, Retailers, International trading firms, Global consulting and projects, Etc.

www.occ.asia | Email: info@occ.asia | Phone: 096 - 245 4299



L&D Consulting

Organizational behavior,
L&D program development



Training

Core skills – Soft skills, Facilitation, E-Learning, Online training,



Coaching

Individual, Management, Group Coaching

- Phone: (66)-096-245 4299
- Email: info@occc.asia
- Website: www.OCCC.Asia

