

“It is only with the heart
that one can see rightly;
what is essential
is invisible to the eye.”

(Antoine de Saint-Exupéry)

Train-the-Trainer for Performance Consulting and Coaching



The way to success

You are further developing your personal resources and are going to be more effective and more successful in your field of activity. You are using the creative development steps of dta-international, which systematically build on top of each other to become a Performance Consultant/Coach.



Targets

- You use your personality as trainer / consultant / coach effectively and use your strengths in a targeted way.
- You systematically determine the needs of your clients.
- You prepare logically coordinated consulting and training concepts.
- You plan individual and interesting training guidelines.
- You carry out consultancy and training services in a competent way.
- You evaluate the consultancy and training services carried out and recommend further activities.

“He who wants to reach
the source, must swim
against the current.”

The seven modules

dta certification



In-between monitoring by the tutor throughout the entire development process

	Module 7 (2 days) My reflection competency practice supervision	Feedback and supervision
	Final coursework The proof of my competency	Individual coaching / monitoring through the "dissertation"
Positioning, visua- lisation, internal and external presentation	Module 6 (3 days) My marketing competency	
	Module 5 (4 days) My competency as a Performance Consultant / Coach	Evaluation, transfer assurance, coaching
Practice, practice, practice – gain experience and experiment	Module 4 (3 days) My realisation competency as a trainer and consultant	
	Module 3 (3 days) My conceptual competency	"Toolbox" and "out of the box", create training and consul- tancy concepts
Bottleneck concen- trated systemic works on strategic success positions	Module 2 (3 days) My strategic competency	
	Module 1 (4 days) The effect of my personality	Clarification of role, my individual aims, personality and potential analyses

What are our properties?

- Loyalty and esteem when dealing with each other
- Process orientation in development
- Reflection in observation
- Method in procedure
- Innovation in concepts
- Understanding in language
- Excitement in methods
- Exceptionalness in approach
- Confrontation in the discussion
- Polarization in theses
- Vexation in impact
- Thematic behaviour
- Constructive in conflict
- Balance on the way
- Humour in interaction
- Passion in commitment
- Impulsiveness in motivation
- Enthusiasm and the ability to enthuse in mutual cooperations
- Seriousness in the transfer of knowledge

Module 1

(4 days)

Aim

You use your personality as trainer / consultant / coach effectively and use your strengths in a targeted way.

The way to success

- You determine your personality using Kommunikationskompass®
- You reflect on your strengths and your areas for development
- You deduce your personal development plan from this

Methods

- Kommunikationskompass®
- Transactional analysis
- Elements from psychodrama, NLP and gestalt psychology
- Group reflection
- Individual work
- Practice simulation



Module 2

(3 days)

Aim

You systematically determine the needs of your client from the vision and aims.

The way to success

- You analyse the strategy of your client to deduce the strategic excellence positions (SEP) and define the key qualifications.
- You determine the strengths and bottlenecks of the client in a clarification of needs workshop / interview.
- You deduce from this GAP analysis the aims for development oriented towards results.

Methods

- Practice simulation
- Group work
- Moderation training
- Interview training
- Story telling
- Literature analysis



Module 3

(3 days)

Aim

You prepare logical and coordinated concepts. Then you plan individual and interesting training guidelines.

The way to success

- You develop the rough concept and the way to success of an event using your practice cases.
- You convert the rough concept into an individual training and consultation guideline.
- You go through and reflect on prepared concepts in the group.
- You practice tried and tested training and consulting methods.

Methods

- Method input
- Group work
- Exchange of experience
- Practice simulation
- Video feedback
- Supervision



Module 4

(3 days)

Aim

You carry out training and consulting services in a competent way. You enrich your events with effective, activating elements (role plays, case studies etc.).

The way to success

- You work with selected psychodrama and NLP techniques and go through the positive effects of these procedures.
- You practice actively in the group to become sure in using the methods.

Methods

- Psycho drama
- NLP
- Role plays
- Feedback
- Learning projects
- Activation exercises



Module 5

(4 days)

Aim

You evaluate the development process of your client, recommend continuing activities, coach and accompany.

The way to success

- You evaluate your training and consulting services with effective methods.
- You determine the fields for coaching by means of various techniques.
- You learn and practice the methods for effective coaching.
- You position the use of coaching in conjunction with training and therapy.

Methods

- Coaching methods
- Meta-models
- Systematic questioning
- Reflection and feedback
- Triadic exercises
- Field support



Module 6

(3 days)

Aim

You successfully market and sell your services internally and externally.

The way to success

- You position yourself in respect of your competency fields in the internal environment or on the external market.
- You develop your detailed marketing plan.
- You strengthen your network competency and your ability to come into contact with clients.
- You prepare innovative presentations.
- You lead successful sales talks and negotiations.

Methods

- AAA+B – “Anders als Andere und Besser” (Different to others and better)
- HHH – “Höfliche Härte Hilft” (Polite hardness helps)



Module 7

(2 days)

Aim

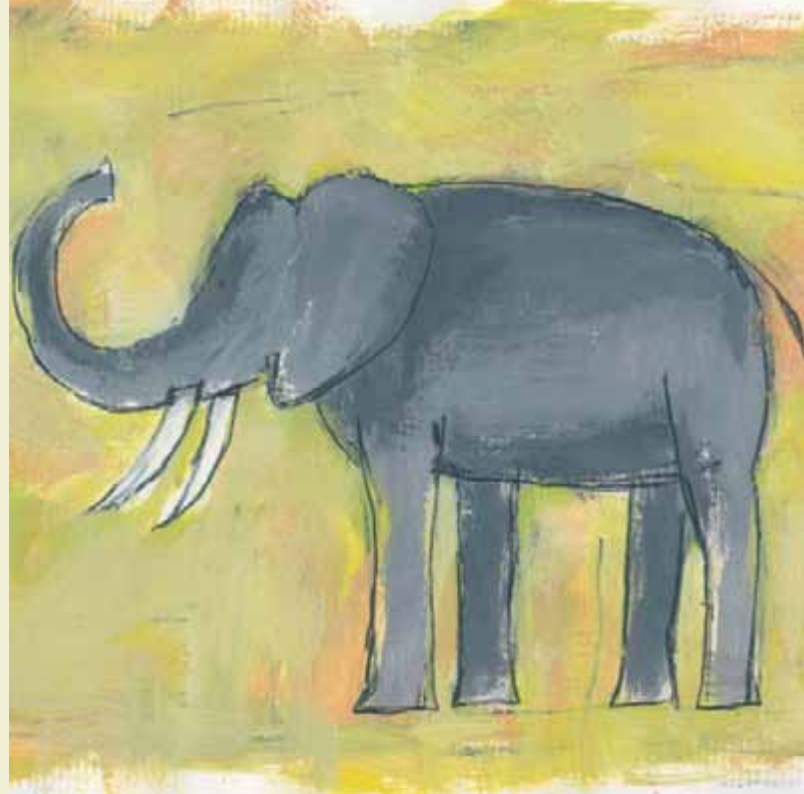
You reflect on your personal development as trainer / consultant / coach. You receive a qualified report about your final coursework and are awarded your diploma.

The way to success

- You reflect on your own practice cases
- You consider event options and try these out.
- You receive an appraisal of your development.
- You practice individual coaching and supervision and prepare further development recommendations.

Methods

- Supervision
- Coaching methods
- Future Pace
- Practice simulation



“Only he who has the
eye for the entirety will
recognise the entirety.”



Our company's principles

- We work for clients, with whose tasks and targets we can identify.
- You have a competent, innovative partner in us.
- Our most important quality criteria are excellent methods, intensive contact with you, efficacy in the steps and high levels of transfer.
- We stand out due to our target orientation, flexibility and clarity.
- You discover our services in a personal and pleasant atmosphere.
- You use our creative and extraordinary methods. We do things somewhat differently to the norm, always keeping an eye on the aim.
- We take criticism as a chance to improve ourselves.
- We are open and honest to you and do not mince our words.
- You experience joy, fun and energy working together with us.
- We are there for you with all our heart and passion.



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