

# Training Menu



*Optimize your leadership*

*Unleash your culinary potential*



## Optimize your leadership

### Leadership and leading a team

Effective leadership.....	2h
- <i>Transformational leadership techniques, adaptive leadership styles.</i>	
Team management skills.....	2h
- <i>Enhancing interpersonal skills, conflict resolution.</i>	
Results-driven communication.....	2h
- <i>Assertive communication, constructive feedback.</i>	
Team commitment.....	2h
- <i>Motivating team members, creating a collaborative environment.</i>	
Meetings management.....	2h
- <i>Effective planning, running meetings productively.</i>	

### Business strategy

Strategic planning.....	2h
- <i>Preparing strategic plans, aligning objectives.</i>	
SWOT analysis .....	2h
- <i>Identifying internal and external factors, using data to support strategic decisions.</i>	
Brand image management .....	2h
- <i>Creating a strong identity, reputation management.</i>	

## Change management

Change management.....	2h
<i>Change management models, resistance to change.</i>	
Communication during change.....	2h
<i>Transparent communication, managing expectations.</i>	
Using collaborative skills.....	2h
<i>Mobilizing existing skills, encouraging innovation.</i>	

## Performance management

Performance management system .....	2h
<i>Rolling out assessment systems, tracking progress.</i>	
Individual and collective assessment .....	2h
<i>Objective assessment methods, continuous feedback.</i>	
Indicators management and action plan: .....	2h
<i>Choosing relevant KPIs, preparing improvement plans.</i>	

## Analytical skills

Decision analysis tools .....	2h
<i>- SWOT analysis, prioritization matrices.</i>	
Strategic data analysis .....	2h
<i>- Using statistical data, interpreting trends.</i>	

## Personal development

- Emotional intelligence.....2h  
- *Managing emotions, empathy and interpersonal understanding.*
- Coaching and tutoring..... 2h  
- *Coaching techniques, establishing tutoring relationships.*

## Innovation and creativity

- Innovation management..... 2h  
- *Encouraging creativity, managing the innovation process.*
- Encouraging creativity..... 2h  
- *Brainstorming techniques, organizational culture to foster innovation.*

## Communication/Marketing

- Social media and referencing..... 2h  
- *Using social media, search engine optimization.*
- Direct marketing and cross-marketing ..... 2h  
- *Targeted marketing campaigns, collaboration marketing.*
- Customer loyalty and partnerships ..... 2h  
- *Loyalty program, strategic partnerships.*

## Sales

Sales techniques and negotiation.....	2h
<i>- Consultative selling, win-win negotiating strategies</i>	
Customer relationship management .....	2h
<i>- CRM and customer follow-up, handling complaints and claims</i>	
Effective communication .....	2h
<i>- Active listening, ethical persuasion</i>	
Relationship skills.....	2h
<i>- Creating trust, dealing with objections</i>	
Time management and organization.....	2h
<i>- Prioritizing tasks, time management techniques</i>	
Planning and action.....	2h
<i>- Setting SMART objectives, tracking progress</i>	

**All our training and coaching will be carried out in-company and face-to-face to ensure perfect understanding and transmission of our skills.**

**Please note that the list of training courses in this catalog is not exhaustive.**

**All training courses are tailor-made based on the needs of your business and the capabilities of your teams.**

## Unleash your culinary potential

### Bread .....

- *Manual and mechanical kneading techniques*
- *Kneading, proofing and shaping different types of bread (baguette, farmhouse, wholemeal, etc.)*
- *Use of natural yeasts and sourdoughs*

### Pastry .....

- *Preparing puff pastry and puff pastry dough*
- *Shaping and baking traditional French pastries (croissants, pains au chocolat, pains aux raisins, etc.)*
- *Laminating and kneading techniques*

### Brioche .....

- *Making brioche dough*
- *Shaping and baking traditional brioche, Swiss brioche, babkas, etc.*
- *Using different fillings and decoration techniques*

### Specialty breads .....

- *Preparation of specialty breads (cereal, olive, nut, etc.)*
- *Incorporation of specific ingredient and appropriate kneading techniques*
- *Baking and presentation*

**The list is not exhaustive. We can create other practical training courses to suit your needs and objectives.**

**A preliminary audit is essential to assess your equipment and your team's skills, in order to create a tailor-made training program.**

**Training courses are also available for patisserie and café menus.**

**Let's meet to discuss your project.**

*Enjoy* | your  
Business  
Bali

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