



# Prolink International Training Academy

## *Global Certification Training Services®*

-2014-

Prolink International Training Academy, *Global Certification Training Services®*

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**CONTENTS:**

1. Training topics
2. Prolink International Global Training offices
3. Training activities at world wide



## 1. TRAINING TOPICS:

### VOCATIONAL EDUCATION AND TRAININGS (VET) PROGRAMES

- Erasmus programs, Leonardo etc.
- School education opportunities for staff and institutions;
- Vocational education and Trainings for students, apprentices, trainees, staff, institutions and business
- Higher Education opportunities for students, staff, institutions, and businesses;
- Adult Education Opportunities for staff, institutions, and businesses;
- European Integration Opportunities for academic and research staff and institutions.

### MANAGEMENT PROGRAMMES

- Basic Management Skills
- Strategic Planning and Management
- Corporate Governance Principles
- Formation and Management of Human Aspects in Organizations
- Leadership and Motivation
- Manager, Leader, Coach, Mentor
- Coaching and Delegation
- Preliminary Problem Diagnosis and possible Solutions; Conflict Management
- Human Resources Planning and Management
- Corporate Culture and Management
- Organizational Public Relations
- Corporate Strategy
- Quick Response and Change Management
- Logistics and Supply Chain Management
- Business Plans
- Procurement Strategies and Management
- Conducting Effective Meetings and Time Management
- Contemporary Executive Secretary Services and Management
- Project Cycle Management



#### **PERSONAL AND PROFESSIONAL COMPETENCY DEVELOPMENT PROGRAMMES**

- Effective Communication Skills
- Diction and Phonetics
- Public Speaking and Presentation Techniques
- Body Language
- Train the Trainers
- Creative Thinking / Forming the Future
- Effective Negotiation Skills
- Gateway to New Horizons

#### **MARKETING, SALES AND CUSTOMER RELATIONS PROGRAMMES**

- Customer / Consumer
- Service Quality and Customer Satisfaction
- Basic Selling Skills Techniques
- Advanced Selling Skills Techniques for different sectors
- Improving Selling Skills for SME Sales
- Customer / Consumer Relationship Management
- Telemarketing
- Composing, Managing and Performance Appraisal Techniques for Sales Force
- Strategic Marketing Technique
- Agribusiness Marketing

#### **DISTANCE LEARNING**

- Video Seminars and conferences
- E-Commerce

#### **INTERNATIONALISATION AND FOREIGN TRADE**

- Globalization
- Industrialization
- Multinational corporation
- Outsourcing



#### **FINANCE - ACCOUNTING PROGRAMMES**

- Cost Estimation and Cost Management
- Management Accounting
- Basics of Accounting
- Agricultural Accounting
- Project Cycle Management
- Finance for Non-Financials
- Budgeting and Monitoring

#### **WORKSHOPS AND OUTDOORS PROGRAMMES**

- Drama Skills for Professional Life
- From "Me", To "Us"
- Corporate: 4 / 4

#### **PROFESSIONAL LIFE ADAPTED TO SCENERY PROGRAMMES**

- Judgement of Love
- Responsibilities in the corporation and 1 short day at the Corporate
- Diary of a Seller
- Diary of a Manager

#### **ISO QUALITY MANAGEMENT SYSTEM**

- ISO 9001:2000 Quality Management System - ISO 27001 Information Security Management System
- ISO 14001 Environmental Management System OHSAS 18001 Operational Health and Safety Management System
- ISO/IEC 17020 Accreditation of Inspection Bodies - ISO/IEC 17025 Accreditation of Laboratories



## 2. GLOBAL TRAINING OFFICES



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### 3. TRAINING ACTIVITIES AT WORLD WIDE

	Project Name	Date
	Development Agencies training activities	2014 - On going
	Tunisia – Ministry of Education Support Project	2013 – On going
	Vietnam Education Project	2013 – On going
	Senegal education and innovation centre establishment project	2013
	EU Global Business Bridges Initiative in Turkey, Egypt and Tunisia	2013
	Development Agencies(DAKA, DIKA, SERKA, TRAKYA) and KOSGEB - Business Development Training programmes	2011 2013
	EU Prep. Strengthening Administrative Capacity of Ministry of Science, Industry and Technology in Industrial Strategy	2011 2012
	EU, Independent Police Complaints Commission & Complaints System project	2011
	EU and UNDP Industrial Restructuring of Sanlıurfa (IRS) Project	2010



	EU Expansion of the European Turkish Business Centres (BCs) Network Project lot 2 (ACEMUT).	2009 2010
	KfW German Financial co-operation with Turkey, Elaboration of a Feasibility Study for the envisaged project 'Water Supply and Sewage Disposal in Mus' in of the Municipal Infrastructure Programme.	2009
	EU Expansion of the European Turkish Business Centres (BCs) Network Project lot 1,(DEKKAT).	2008 2010
	EU Technical Assistance for Supporting the Solution of Economic and Social Integration Problems in Diyarbakır, Sanliurfa, Gaziantep, and Erzurum, as Major In-Migrant Destinations	2008
	EU Text-e, Training of Export Trainers via e Learning	2007
	EU Food Sector Development and Internationalisation Project	2007
	EU TR90 NUTS II - DOKAP Regional Development Programme	2007
	EU Eastern Anatolia Development Programme	2004 2006
	World Bank - Reducing Social Risk Project	2004