

Business development management

Author's 8-day development program of change
and team management skills for experienced
executives

Samolov Group

2017

Leadership for Executives

Creating united and motivated team. Certified methods of working with conflicts. Implementation of changes and innovations. Making complicated managerial decisions. Role of the leader in teamwork. How to find the strength under stress and pressure.

Features

Processing experience

Any executive gains his own technologies of management over the years of work. Usually they are obtained by trial and error and are used semi-intuitively. Training on «Business development management» course makes it possible to regulate knowledge and experience in teamwork management.

Authors view on leadership matters

We use in trainings both exclusive inventions of Samolov Group methodologists' and the best world practices entirely adapted to appliance in Russian realities.

Individual work with everyone

Trainer works out all the instruments of negotiations individually with each participant until the skills are formed.

Exceptional utility

Each participant speaks in front of the group and trainer multiple times. He receives detailed and high quality feedback on each performance.

Strong list of participants

We invite to the training experienced executives, representatives of major companies. Participants learn not only from the trainer but also from each other.

Regulations

8 days, 4 trainings:

- Leader and his team
- Making managerial decisions
- Managing change
- Implementing change

(from 10:00 to 18:00)

10-12 participants

Cost of participation

174 000 rub./course

48 000 rub./training

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Alumni



Peter Morsin

Senior Vice-President, Board Member
B&N Bank

Among Russian business schools, I recommend Samolov Group. On the certain stage of executive's development courses that they offer are very instrumental. For ten years now I work and maintain partnership relations with the business-school. Back in 2005 I was their co-customer as Deputy Chairman of one major Russian bank. Today Samolov Group team has become significantly greater. Furthermore, I appreciate the price-quality ratio offered by the business-school.



Sergey Senin

HR Director
Freight One

Cooperation with Samolov Group leaves entirely positive impressions. All the employees I have been communicating with – both trainers and consultants – are highly professional specialists in their field. Presently, while planning training staff of “Freight One” for the following year, my colleagues and I always consider Samolov Group as a deserving partner. We hope that our teamwork experience will grow into long-term collaboration.



Sergey Yemelyanov

CEO
Transneftenergo

Samolov Group technologies introduce emerging quality standards in lives of people who take their training courses and programs. I was deeply impressed by the people who were training with me in the group. They start to change with the help of management techniques created by Samolov Group, which is splendid. That is new quality of life not only for those who study but also for those who they cooperate with. Thanks to Samolov Group for their positive job!

Alumni



Alexey Degtyarev

CEO

B2B-Center

I am pleased to associate myself with Samolov Group brand. It makes you feel implicated with a great thing, a good “tribe”.

Thanks for the consistency of prepared information and the adequacy of teaching. Nevertheless, the training process itself is rather tough; it wounds your self-esteem here and there and can suit only those people who are ready to concede their mistake and change.

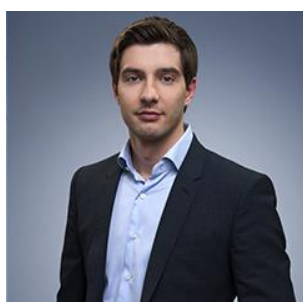


Damir Muhametshin

Deputy CEO

Tatneft

For me Samolov Group is, primarily, the ability to work over the material fundamentally with everybody in a group and the commitment to success. Literally, within the first training program, I began to implement gained knowledge and I see positive practical effect.



Yury Provkin

CEO

Bistrodengi

Getting a view from the outside is one of the strong points of the course. As an executive, I could gain structural feedback – that is essential. The result of cooperation with Samolov Group turned out to be higher than expected. We found growth in professionalism of the management team. Trainer’s approach is worth to be noted: he was open-minded and quick to give feedback. He saw people and adjusted to the collective. The professional. He made up a plan of training for each employee and gave a fair feedback – and that was vital.

Corporate clients

More than 1 800 of Russian and foreign companies chose Samolov Group as a reliable partner in management training and development.

ABBYY	Gazprombank	Parnas-M
AISEEC	Infotell	ProfMedia
Alfa Bank	Ingosstrakh	PromStroyKontakt
Arnest	InterMediaGroup	PTI
Avignon	Karcher	Razgulay
B2B-Center	Katren	RBC
Bank ZENIT	Kazakhtelecom	Rosbank
Beeline	Kuzbass Capital Invest	Rostelecom
Bistrodengi	Mail.Ru Group	Sberbank
Bitrix24	Major Express	Siberian Agrarian Group
CAT East Appliances	Manufacture of Industrial Valves	Sibirsky Bereg
CFT	MaVR	Signatec
Design-Master	MDM Bank	Sovcombank
Division «D»	MegaFon	Strabag SE
Döcke Extrusion	Melodiya Zdorovya	SUN Innovations
Ekoniva	MEP Znamya	Svyaznoy Bank
Endress+Hauser	Mikoyan Meat Processing Plant	TBM
F1 Business Group	MTT	TechnoNICOL
Favorit Motors	Nakhimovsky 32	UCL Holding
FOOD-master	Nidan Juices	Ugoria
Freight One	Obuv Rossii	Vianor
Fresenius Medical Care		Zavod Filit
Gazprom Export		Zhilfond

and many others

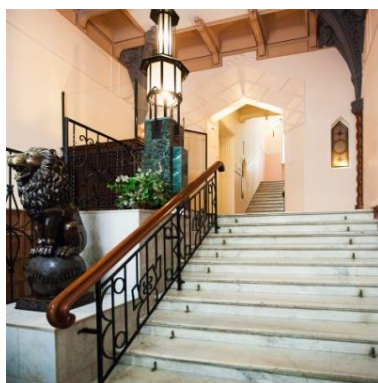
Comfortable offices

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