



**Bernard Schilles'**

**8 workshops**

*Intensive courses which challenge your habits and regenerate both your enthusiasm and your efficiency*

Intensive and productive, Bernard Schilles' workshops provide methods, models and tools which attendees apply immediately to their own real-life situations. They ensure a maximized return on investment for both attendees and their company:

- Participants acquire new keys for understanding that open new doors and increase their efficiency
- They enjoy an enriching experience in teams fully connected to their every day practices
- They benefit from Bernard Schilles' customized advice for solving their specific issues

*"I provide methods and tools that change what people do, rather than simply changing the tools they use to perform their usual tasks"*

*Bernard Schilles*

International Consultant  
Founder and President of Corvalis

# LEADING LARGE ORGANIZATIONS TO DECIDE IN YOUR FAVOR AND BECOMING THEIR PREFERRED SUPPLIER

*None of the workshops below addresses sales meeting or negotiation techniques. These four workshops provide strategies and Business Intelligence processes directly applicable in the field. They will dramatically change your standpoint about large account sales issues and about your approach to be efficient.*

## **Managing a Sales Force Competing to Win Large Contracts - 2 days**

Practicing the management model applying specifically to sales to large organizations - Ensuring regular arrival of contracts while saving your company's resources - Coaching your sales engineers and obtaining clear and reliable commitments about their plans, the closing of current deals, and sales forecasts - Emphasizing your added value in the eyes of your sales force, your clients and your bosses - Being the leader who propels sales efficiency and excellence.



## **Winning Critical Contracts - 3 days**

Discovering and applying strategies and Business Intelligence methods specifically designed to lead an organization to decide in your favour - Anticipating and selecting winnable sales opportunities and improving your sales forecasts - Avoiding useless meetings and heading directly to the stakeholders who will propel your victory - Winning great contracts while saving time, effort and your company's resources - Influencing an account upstream of the RFP and getting ahead of your competitors - Establishing unique value propositions satisfying all the high ranking stakeholders - Shifting from being considered as a mere supplier to a "business partner" that cannot be ignored.



## **Strategies for Generating Large Deals from Target Accounts - 2 days**

Generating large sales opportunities speedily - Constructing a continuously well-filled portfolio of large opportunities that will enable you regularly to exceed your sales targets - Creating and developing demand within your prospect and customer accounts - Gaining time by heading directly to the stakeholders who have expectations for your offers - Engaging useful relationships with decision makers never seen before - Taking up the challenge of putting the foot in the door of new accounts and selling new offers.



## **Strategic Account Planning and Management - 2x2 days**

Appropriating a consistent range of advanced strategies, methods and tools which will increase your sales efficiency dramatically - Growing your sales achievements while still saving your time and your company's resources - Performing a practical and participative account planning process which will really support your sales successes - Decoding political tactics which have a stealthy but critical influence on the choice of suppliers - Becoming your account's preferred supplier - Mounting a subtle alignment between your management structure and the key decision-makers - Becoming known as a privileged strategic partner.



# DEVELOPING HIGHLY EFFICIENT TEAM LEADERS, CAPABLE OF INVOLVING PEOPLE INTO CHANGE RAPIDLY

*The workshops below employ: The team efficiency and team leadership TMS model (C. Margerison, D. Mc Cann) - Emotional Intelligence At Work (R. Boyatzis, D. Goleman) - NLP (R. Bandler, J. Grinder) - Transactional Analysis (E. Berne) - Non-Violent Communication (M. Rosenberg)*

## ***Team Building for High Performance Executive Teams - 2 days***



Understanding and anticipating your Executive Team's operating mode - Emphasizing cohesiveness and solidarity during periods of internal change - Discovering the best contribution you can make to team efficiency and areas for improvement - Facilitating the Executive Team's decision-making process and strengthening its leadership - Enabling the Executive Team to overcome both current and future challenges - Deriving a high degree of pleasure and interest from Executive Team meetings.

## ***Strategies for Disseminating Buy-In for Change - 2 days***



Designing a communication strategy as a leader who rallies and involves his/her team into change quickly - Avoiding current managerial traps which ruin your efforts and end up getting stuck - Accelerating your team's commitment to implementing changes in the field effectively - Mastering the collective buy-in process for change - Reducing obstacles to obtain buy-in and managing your team by addressing each type of behavior judiciously - Maintaining commitment until the expected results arrive - Developing a reputation for being a highly efficient and respected team leader.

## ***Strategies for Winning over Internal Resources - 2 days***



Building your legitimacy despite the fact you cannot reward or discipline - Influencing with elegance on a win-win basis - Discovering your ability for team work, areas for improvement and domains where others can help you succeed - Maintaining your serenity when somebody makes you feel uncomfortable - Communicating in a such a way that your network of contacts volunteer to cooperate - Developing new understanding of relationships at work which will emphasize your reputation as a leader.

## ***Leading Productive Focused Creative and Accountable Teams - 2 days***



Mastering tools which help you develop internal cooperation and increase focus - Identifying common management practices which become counter-productive when applied to teams - Improving your efficiency, your time allocation and your management priorities - Leading a unified team towards its goals and involving it in taking up new challenges - Increasing team commitment with simple every-day practices that can be highly efficient in the long run - Developing the reputation of a leader for whom people are eager to work and who gains their loyalty differently not just in return for money.



- Over **3,800** CEOs, VPS and Leaders
- Coming from over **300** private and public organizations
- Originating from over **20** countries : Sweden, Korea, USA, Spain, South Africa, Denmark, Mexico, Germany, Japan, Argentina, Belgium, Italy, France, Canada, Great Britain, Switzerland, Thailand, Australia, Holland, ...

... have regenerated their efficiency and their enthusiasm by attending Bernard Schilles' workshops in English or in Parisian French

### **Bernard Schilles, International Consultant, Trainer and Speaker**

A graduated **Engineer** with an **MBA**, an alumnus of **Hewlett Packard** and **Accenture**, a Certified Consultant in team efficiency / team leadership and a Master in NLP, Bernard Schilles has emerged as a trusted advisor to over **40 world corporations** among which Microsoft, 3M, Dell, Lucent Technologies, SNC Lavalin, Suez, ... **Born and educated in Europe** where he spent most of his career, Bernard advises, coaches and trains Executives and Managers in **North America** and in **Europe** since 1995. He has a reputation of communicating a tremendous amount of **energy** to his audience.

*Bernard Schilles is the co-founder of the Executive Education's "Sales Management Certificate Program" at the Sauder School of Business (University of British Columbia, Canada)*

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*Bernard Schilles is a member of the TMSDI (Team Management Systems Development International) network, a worldwide organization specialized in teamwork excellence and team leadership since 1980*

*Bernard Schilles*



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A man, a company

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