

Areas of expertise



Bachelor as Teacher in physical education and biology

Selling skills

Professional Selling Skills II and III 1997
The Negotiation course van Asherman 1997
GAIN attention, agreement and commitment 1998
Engage selling skills 2007
OTC Training by Moons Management 2011
Behavioral Change from Sue Amsterdam 2021
High **Presentation Skills** – Dale Carnegie 2018
Elevator Pitch by Dale Carnegie 2021
Storytelling 2020-2023
Value Selling 2017, Advanced Value Selling 2019 and **Value Conversations** 2020

Coaching and feedback

Achieving Peak Performance 1998
Crucial Conversations 2008
Honest Conversations 2012

Personality tests

DISC model – Mailleux & Associates 2007
Insights Discovery accreditation 2018

Leadership

Initial Training Management van IDA 1998
Learn to Lead Leadership course 2000
District Management Training IMS 2004
Performance Management Principles 2006
Coaching for High Performance 2006
Situationeel Leiderschap van Mailleux & Associates 2007
Change Management 2008 and 2023
Influential Leadership 2010
Organisational Savvy 2012
Leadership Conversations 2017
Time Management 2020

Recruitment

Results-Oriented and Performance-based Employee Selection 1999