

CONTENT BASED TRAINING

Experience Our Training



REDROCK
International

Believing in People



ABOUT RED ROCK INTERNATIONAL

Red Rock International (RRI) designs and delivers training focused on the skills and behaviors which make great teams and leaders. We believe that these skills, values and attitudes are essential and are as important as technical skills for achieving success and flourishing in and within corporate teams. We are passionate towards people and think holistically to address not just performance and efficiency, but also inner motivation and satisfaction.

RRI specializes in three types of training: Experiential Learning, Content Based Training and Personal Effectiveness.



People

ABOUT CONTENT BASED TRAINING

Red Rock International content based training believes that teaching is a collective process. Although we value our content, we primarily aim to foster an open and safe environment for participants to share their stories and past experiences. We give time to discuss and think through practical applications to be able to adapt theoretical concepts to our cultural and personal situations. We enable leading companies in Europe, Asia, and the Middle East to maximize their performance through quality teams and leaders.



OUR

METHODOLOGY

Our courses, though content based, function through an experiential learning philosophy that engages not just the mind but the senses, thereby helping participants to incorporate taught values and skills in a meaningful and more lasting manner. Experiential exercises improve the outcomes of training by embedding the theoretical framework within creative opportunities to gain personal experience of using the tools in practice.

90%

WHAT
WE SAY
& DO

70%

WHAT
WE
SAY

50%

WHAT
WE HEAR
& SEE

30%

WHAT
WE
SEE

20%

WHAT
WE
HEAR

10%

WHAT
WE
READ

OUR COURSES CAN INCLUDE..

- Interactive discussion-based lectures
- Experiential activities (indoor or outdoor)
- Major Competitions and/or mini-challenges
- Case studies
- Debates
- Role-playing
- Cutting edge teaching trends in the arena of soft skills, development of leaders and teams and performance management
- Personal short-term coaching
- Real-time practice and feedback

TO DO THIS WE USE
THE TERC MODEL:



EXPERIENTIAL • TAILORED • INTERNATIONAL

TYPES OF COURSES WE OFFER

1. ONE TIME COURSES

A wide range of topics are designed to focus and foster one particular skill to ensure the maximum benefit. The participants will be assigned various tasks and assignments to complete prior to the course and during classroom time. Programs are interactive in nature and are based on multi-stage progress.



2. JOURNEYS

A 2-3 day-long indoor simulation exercise that targets specific team needs and enhances their soft skills (e.g. project management). We provide tailored trainings to fulfill the needs of the team or organization. Immersive courses can be tailored to simulate different types of experiences that fit different companies and promote specific emphasis on a specific skill set. The courses are immersive in nature and based on a multi-stage complex plan. Journey also include team work exercises and in-class assignments with simultaneous coaching and feedback throughout the stages of the activity.



3. HYBRIDS

These courses are a combination between outdoor team building exercises and indoor theoretical teaching. Teaching includes multiple debriefs and material delivery by experienced trainers. Hybrid courses can extend from one activity with a 1-2 hour session to a full 3 day competition that simulates major projects. According to the needs of the client, the course can be tailored to address specific needs (e.g. project management, time management, Leaderships and management skills, etc.)



4. ONLINE COURSES

Live interactive online courses using Zoom to support your team needs and enhance personal development. We offer team building challenges designed to get you and your team to work together, and build trust.



5. RED ROCK ASYNCHRONOUS ONLINE TRAINING!

Asynchronous is an online training learning solution, that enables companies to develop and grow employee's knowledge and skills, while having maximum control over the when, how, and where learning happens. it also allows learning at one's own pace as you can access the courses and replay at your command.



COURSES LIST

1. BUSINESS WRITING

This course will help improve: the chances that your message will be read, or be understood the way intended, and make a good impression on your reader, understanding and applying the C's to your writing as you plan and revise, can help you accomplish those goals and perfect your writing skills.

2. COACHING AND DELEGATION

1. Observation (Delegation, What to Delegate, What not to Delegate, Delegation Scenarios)
2. Coaching Session (GROW Model, Achieving results out of the coaching meeting)
3. Work (Building Accountability, Building Ownership)
4. Feedback (Receiving Feedback, Giving Feedback, XYZ Model)

3. COMMUNICATION SKILLS

Discussing the 7 questions of communication:

1. Who should receive this news?
Receiver
2. Who is the best sender? Sender
3. What is the bottom line message?
Message
4. How might your message be interpreted? Mind Filters
5. Do you want or need feedback?
Feedback
6. What is the best channel? Channel
7. How should I time and sequence the message?

4. CONFLICT RESOLUTION

- STEP 1: Prepare for challenging conversations
- STEP 2: Spot the danger and act
- STEP 3: Pause to plan
- STEP 4: Remove barriers to dialogue
- STEP 5: Enter and Stay in dialogue
- STEP 6: Make clear decisions together

COURSES LIST

5. COPING WITH CHANGE

1. What is Change? and The Change Cycle
2. The Human Reaction to Change
3. The Pace of Change
4. The Pyramid Response to Change
4. Four Room Apartment
5. Dealing with Resistance and Adapting to Change
6. Strategies for Dealing with Change
- Practical Application: Kotter's 8 Steps to Dealing with change.

6. DECISION MAKING

Discuss 7 steps of the ladder and explore steps for effective decision making.

1. Reality and Facts.
2. Selected Reality
3. Interpreted Reality
4. Assumptions
5. Conclusions
6. Beliefs
7. Actions

7. CUSTOMER SERVICE

1. A Customer Service Focus (Customer Centricity, Customer Satisfaction)
2. Defined Within Your Organization (Defining your standards, delivering quality customer service)
3. Given Life By The Members Of The Organization (Embodying company standards, dealing with different customers)
4. Be a Problem Solver (Problem solving models, dealing with difficult customers)
5. Measure it (Tools for Measuring customer service)
6. Reinforce it (The power of words, the power of behaviors)

8. PERFORMANCE MANAGEMENT

Focuses on four quadrants:

1. Planning
2. Monitoring
3. Development
4. Reward

COURSES LIST

9. INTERVIEWING SKILLS

(1 DAY ONLY)

1. Before the interview (research and preparation)
2. During the interview (Asking questions appropriately)
3. After the interview (Decision making and feedback)

10. LEADERSHIP SKILLS

Explores leadership styles and the main building block to become a leader. It also stresses on the aspect of personality and character, and explores the questions whether leaders are made or born. It focuses on the law of influence, power, and authority. It focuses on personal and other relationships, responsibility, vision and value.

11. NEGOTIATION SKILLS

1. The art of negotiation
2. The five strategies of negotiation
3. Prepare
4. Know (understand influence, relationships and body language)
5. Create (BATNA)
6. Give and Get (Role of ethics in negotiations)
7. Conclude

12. EMOTIONAL INTELLIGENCE

Discusses thoughts and emotions, the emotional competence framework, self- awareness, self-management and the difference between personality and character. It also tackles the concept of values, social awareness, social skills, and the vital components of leadership.

COURSES LIST

13. PRESENTATION SKILLS

Discussing three main elements:

1. The Presenter (Credibility, Verbal & Non-Verbal Communication)
2. The Preparation (Brainstorming, Chunking, Structuring)
3. The Presentation (Your Audience your everything, engaging audience, questions)

14. STRATEGIC THINKING

1. 5 Main foundations (system, opportunities, reasoning, judgement, imagination)
2. 9 steps process of developing department strategic goals
3. Baraka pricing model and game theory
4. Swot analysis
5. Three Types of logical reasoning
6. BCG matrix pricing models
7. Tips and tricks: 4 different mindsets to thinking strategically

15. SELLING SKILLS

1. The art of negotiation
2. The five strategies of negotiation
3. Prepare
4. Know (understand influence, relationships and body language)
5. Create (BATNA)
6. Give and Get (Role of ethics in negotiations)
7. Conclude

16. PROBLEM SOLVING

1. Identifies the problem.
2. The Fishbone model
3. Types of problems
4. Problem solving strategies
5. Deciding on a solution
6. Decision making style

COURSES LIST

17. STRESS MANAGEMENT

1. What is Stress?
2. Causes
3. Symptoms
4. Coping with stress
5. Triangle of well-being

18. TOT

1. Introduction
2. Training Of Trainers
3. Understanding Learning Styles
4. Learning Cycle
5. Characteristics Of Adult Learners
6. Factors Behind Effective Learning
7. Experiential Learning
8. Priorities Of A Trainer
9. Designing A Training
10. Delivering A Training
11. Overcoming Nervousness

19. TIME MANAGEMENT

1. SQERT MODEL
2. Time
3. Effort
4. Scope
5. Quality
6. Risk

20. DISC

1. Disc explained
2. Disc test
3. Discover yourself
4. Your strengths and weakness
5. Discover others
6. Summary

21. CREATIVE PLAY-DOUGH

(1 DAY)

1. Defining innovation
2. Systematic inventive thinking.
3. 5 principles of systematic thinking (subtraction, division, multiplication, attribute dependency, task unification)

BOOK YOUR TRAINING

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**WE BELIEVE IN PEOPLE AND WANT TO SEE THEM TRANSFORMED
IN ALL THEIR RELATIONSHIPS, WITHIN THEMSELVES AND WITH
OTHERS, TO BECOME GOOD TEAM PLAYERS AND GREAT LEADERS
THAT HELP OUR COMMUNITY.” - DR. NADER SAMEH, RRI COUNTRY MANAGER**

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