



# The learning curve

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Custom training programs designed for your organizational culture.



## About Us

The Learning Curve is a boutique training organization based in Amman, Jordan, covering the Middle East and the GCC.

As a training and development company, The Learning Curve's team of trainers provide customized and engaging training solutions specifically for your organization.

Our team can help your company improve:

- Customer service and sales
- Team Building
- Intra-office communications
- On-boarding of new employees
- Leadership skills
- Emotional Intelligence
- Innovation

We give you the tools you need to turn underachieving employees into superior employees, and superior employees into all-stars.

## Methodology

We work in partnership with our clients to deliver customized training solutions that meets all of their expectations and requirements. This customization can range from gentle modifications reflecting your priorities to a fully customized training program developed with you from scratch

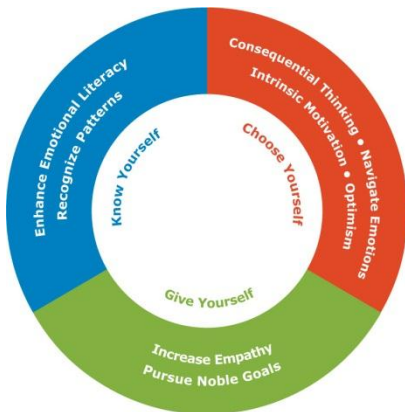


## Affiliation



The Learning Curve is proud to be the preferred partner in Jordan, for Six Seconds ([www.6seconds.org](http://www.6seconds.org)), the foremost international organization for Emotional Intelligence.

### What is Emotional Intelligence ?



In simple terms, “emotional intelligence” just means being smarter with feelings. It’s about putting together the rational and emotional so you can move forward effectively.

Emotions are part of human biology, they are chemicals that help regulate our minds and bodies, assisting us to cope with complexities of making decisions, interacting with people, and finding our way through life. We feel emotions to help us pay attention, and to focus our attention.



## Courses

### Soft Skills

- Anger Management
  - Assertiveness
  - Body Language Basics
  - Business Ethics
  - Business Etiquette
  - Business Writing
  - Call Center Training
  - Change Management
  - Communication Strategies
  - Conflict Resolution
  - Customer Service
  - Developing Creativity
  - Motivating your staff
  - Goal Setting
  - Organizational Skills
  - Presentation Skills
  - Time management
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### Sales and Marketing

- Handling Difficult Customers
  - Marketing Basics
  - Motivating Your Sales Team
  - Negotiation Skills
  - Overcoming Sales Objections
  - Prospecting and Lead Generation
  - Sales Fundamentals
  - Telesales
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### Emotional Intelligence

- Introduction to EQ
  - EQ Leader (EQL)
  - EQ Customer service - at the heart of service
  - EQ Coaching
  - EQ and sales management
  - EQ selling
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### Innovation & Creativity

- Innovation Strategy
- Design thinking

