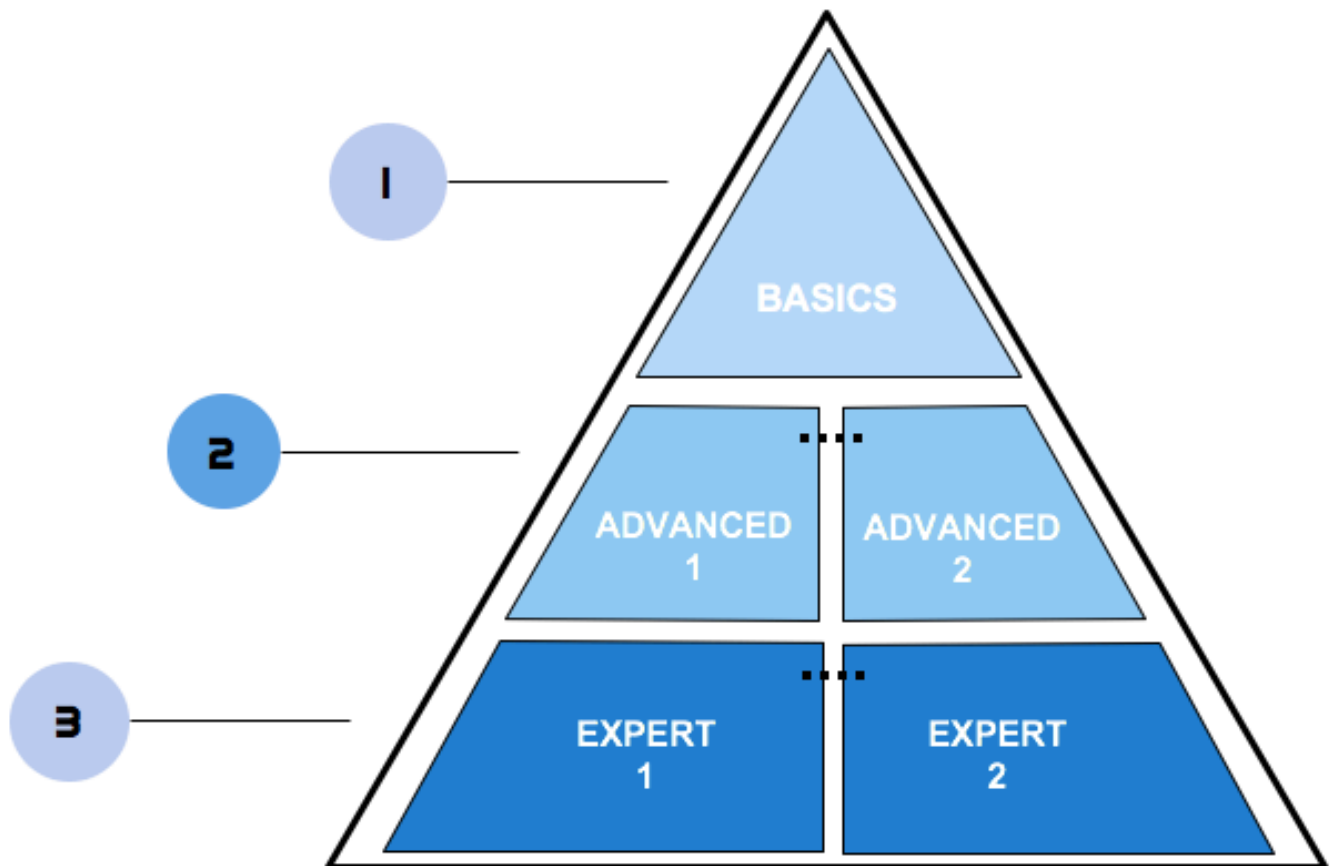


OUR COACHING SERVICES 2018

OUR TRAINING EVOLUTION AT A GLANCE:

Qalista supports talented young professionals & fresh graduates seeking employment opportunities in international companies by providing tailored face to face trainings aimed at adapting their interview communication skills in order to better target and successfully attain their desired positions.



BASICS

*QALISTA **Basics** Training Program is a one-on-one, 2-hour long Interview skills upgrade course. Before this course begins, a form containing basic information will be filled by participants. Then, a test case scenario will be sent a few days before the actual course. It is designed for professionals and students targeting international companies in their career paths to be more competitive during interviews and to negotiate their salaries better. Professionals will enhance their skills, using techniques and methods to effectively adapt to circumstances, identify interviewers' goals, and efficiently deliver necessary information in a structured manner.*

The tools used for this program are consistent with those used in the other Qalista programs, supporting the development of a common reference framework and coaching experience.

Objectives

In this program participants will:

- ✓ Learn and **practice an efficient pitching technique - Skills Based Pitch (SBP).**
- ✓ Acquire insight into **how to handle difficult questions/objections** during the self-introduction.

- Correct their most prevalent mistakes and detect **key habits to develop.**
- **Identify improvement points** and determine a clear path to solving them, while **strengthening positive points** to help them become increasingly effective assets.
- **Understand the expectations** (mindset, soft skills) of international companies and **adapt accordingly.**
- Analyse and comprehend the most **common interview cycle sequences** for international companies.
- Be initiated to the **strategic upstream approach** (infosearch).

Target Audience

English-speaking professionals and soon-to-be graduates targeting international companies in their career paths.

Pre-requisite: having filled in the basic information form enclosing the participant's resume. Having received a test case scenario.

BASICS

Content

Introducing the Skills Based Pitch (SBP) and elementary information regarding interviewers' goals and priorities, and candidate's mindset

- **1st Interview simulation**
- **Analysis & Feedback regarding participant's performance, strong points and improvement points**
- **Theoretical session adapted to each participant's situation**
- **Tips and tricks**
- **2nd Interview Simulation**
- **Feedback**
- **Conclusion & advice for next steps**

Rates



2 HOURS



490 ¥

Coaching Session - Basics	2 hours	790 RMB inc. VAT
Additional Hour	1 hour or more	400 RMB inc. VAT / hour

Locations

All our trainings are realized in one of our coaching centers, chosen by our experts to be very representative of international corporations' highest standards. We will take in consideration your choice of location depending on the available time slots.

- Qalista coaching center A, **Jing'An**
- Qalista coaching center B, **XuHui**



ADVANCED

*QALISTA **Advanced** Training Program is a 2 x 2 hours module program designed to strengthen professionals' interview skills. Participants undergo personal assessment to determine their strengths and areas of improvement, to be worked on over the course of the program. The first module focuses on basic aspects of interview efficiency while module 2 focuses on more in-depth concepts, methodologies and skills to cultivate in order to optimize participants' aptitudes. In this program, module 1 serves as a launching platform for the aspects explored in module 2 to be applicable as best as possible.*

Objectives

In this program participants will:

- Master objectives listed in Qalista BASICS.
- **Ensure their strengths are validated** and that they possess control over their improvement points.
- Learn **how to qualify and interpret their interviewers' mindset** while optimizing their own.
- **Master the Skills Based Pitch (SBP)**.
- Identify and practice interviews with the **3 main types of interviewers**: (X, Y and Z), acknowledging and understanding the challenges associated with each.
- Prepare for various interview situations, and **dynamically adapt their pitch for different interview circumstances** (introduction of the Career Based Pitch and the Holistic Pitch).
- **Face the most common type of difficult questions** they may expect during interviews to **practice how to treat them efficiently**.
- Acquire insight into **how to handle questions/objections** during self-introduction
- **Improve question answering techniques** so as not to feel sidetracked/trapped during interviews.
- Gain command of **advanced infosearch techniques**.

Target Audience

English-speaking professionals and soon-to-be graduates targeting international companies in their career paths.

Pre-requisite: Have participated in Qalista BASICS module and received the 2nd test case scenario OR have qualified notions about interviewing techniques.

Having filled in the preliminary information form, enclosing participant's resume.

Having received a test case scenario.

Content

Module 1 (2 hours)

- **1st intermediate interview simulation**
- **Analysis & Feedback regarding participant's performance, strong points and improvement points**
- **Theoretical session adapted to each participant's situation**
- **2nd intermediate interview simulation, with interrupting questions (question handling test)**
- **Feedback + tips and tricks**

Module 2 (2 hours)

- **3rd intermediate interview simulation with a random challenging interviewer profile (Y or Z) + interrupting questions**
- **Feedback + tips and tricks**
- **Initiation to the strategic upstream approach (infosearch)**
- **4th intermediate interview simulation with a random challenging interviewer profile (Y or Z) + interrupting questions + "killer questions"**
- **Feedback + tips and tricks**
- **5th intermediate interview simulation with a random challenging interviewer profile (Y or Z) + interrupting questions + "killer questions"**
- **Feedback + tips and tricks**
- **CV and Cover letter analysis and support**

ADVANCED

Rates



2 X 2 HOURS



1490 ¥

Coaching Session - Advanced	4 hours (2 x 2 hours)	1500 RMB inc. VAT
Additional Hour	1 hour or more	400 RMB Inc. VAT / hour

Locations

All our trainings are realized in one of our coaching centers, chosen by our experts to be very representative of international corporations' highest standards. We will take in consideration your choice of location depending on the available time slots.

- Qalista coaching center A, **Jing'An**
- Qalista coaching center B, **XuHui**



*QALISTA **Expert** training is a 4 x 2 / 2 x 4 hours module program designed to help individual professionals gain the upper hand on their interviewer, switching the balance of power. Participants will strengthen their positive points and learn how to level up their improvement areas to match that of their strengths. This in turn will allow participants to be in the best position to negotiate their salaries and responsibilities. Module 1 will focus on ensuring that participants can master all basic aspects regarding interview skills while module 2 will be dedicated to expert interview skills that will help participants have power during interview processes.*

Objectives

In this program participants will:

- Master all the objectives listed in BASICS and ADVANCED modules.
- Ensure their interview skills match the **highest standards on the job market**.
- **Face the most difficult type of questions** they may be asked during interviews.
- **Gain control of all possible tools needed** for better salary negotiation.
- Learn how to enter an interview with information exceeding that of their interviewer to **gain the upper-hand** on them.

Target Audience

Fluent English-speaking professionals and fluent English-speaking fresh graduates targeting international companies in their career paths.

Pre-requisite: possessing an intermediate to expert level in interview skills.

Having filled in the basic information form, enclosing the participant's resume.

Having received a test case scenario.



EXPERT

Coming soon...
