
Conferences Menu

"KYF[©] - Know Yourself First"

" Self-development using powerful human capital techniques "

How to use your personal power
to unleash your full potential, increase your
success rate and your business efficiency.

The raw material of any company is the women and men who make up the company, bring their know-how, experience and skills to it. This precious human capital deserves the full attention of managers.

KYF[©] is a personal toolbox developed based on the observation that each person has a very different and identifiable profile and personality. By understanding one's own personality, as well as that of the person with whom one is dealing, it is possible to establish links and create constructive and lasting interactions. It is then possible to find the best adapted toolbox for each different type of profile, to increase the success of the company.

We propose a series of conferences and workshops aimed at developing human capital, the knowledge we have of ourselves and of each other, to become aware of what limits us in order to learn to surpass ourselves. This, to enable everyone to improve interpersonal interactions, to strengthen cohesion within your company, to capitalize on new forms of development and growth based on the human.

About the speaker

KYF[©] is a methodology developed by Steve Alban Tineo during more than 20 years of work in the field. Accompanied by doctors, psychologists and experts, he has selected, analyzed and tested academically and operationally a large number of mental preparation methodologies, philosophies, personal development, emotional expression, negotiation and mediation programs as well as conflict resolution, in order to understand them and extract the best from each of them.

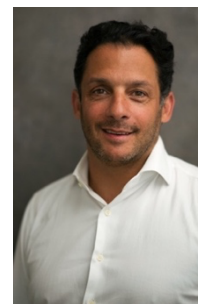
Steve Alban and his team have worked with dozens of top athletes, executives and diplomats, and have interacted with many different types of personalities and behaviors of varying degrees of toxicity and dysfunction in a variety of complex and high-stakes assignments around the world.

As a financial analyst, Steve Alban founded BART[©] - Business And Response Team, a unique platform that brings together different specialists and experts to develop strategies and solutions for effective resolution, complex agreement negotiations and conflict resolution.

Through BART[©], the "Assertive" group regularly invests or participates in the long-term development of companies and their projects.

Assertive Group - www.assertive.ch - is a company specializing in tipping points, those key moments that require skills in negotiation, leadership, commitment and communication. Whatever the issue - financial, strategic, cultural, etc. - all success depends on a clear consideration of the human factor as a whole.

Assertive is an international consulting firm that was created through the expertise of our internationally recognized professionals. Our experts, whose work has a holistic dimension, have the mission of mastering the arts of ethical crisis management, negotiation and mediation. They measure the strengths and weaknesses of each organization and work to promote change management and build a supportive environment for dialogue and negotiation.



ASSERTIVE
The Art of Ethical Negotiation

NEGOTIATION
MEDIATION
ACADEMY

Steve Alban Tineo | Founder & CEO
BART[©] - Business And Response Team
KYF[©] - Know Yourself First

Blvd Georges-Favon 19, 1204 Geneva, Switzerland 🇨🇭
O +41 22 318 78 16 | M +41 79 950 01 00
stineo@assertive.ch | www.assertive.ch

#1 « KYF - The SELF » - Who am I ? How do I function ?

Module 1 : What is the path of Self-discovery ?

How to generate new ideas, new opportunities, new businesses and new customers, by discovering oneself and personally taming oneself, in order to develop a new knowledge of our own behaviors.

#2 « KYF - The Inner SELF » - Emotional intelligence, feelings, EGO, BEING

Module 2 : Knowing yourself to increase the main parameters of the SELF.

Having all the cards in hand to make the right decisions.

Our unmanaged thoughts and emotions limit us and often push us to make inefficient choices. Understanding where thoughts come from, how to recognize them, what creates emotions and how to learn to express them, will allow us to have a more objective view of events.

#3 « Fears and Limitations » - Recognition and management of fears.

Fear of change, fear of the future, fear of failure, ...

Learn how to identify your fears and limiting beliefs as to overcome them and discover new possibilities and abilities. Dare to develop new ideas and new markets. Our fears and beliefs limit our thoughts, intuitions, perspectives, choices, and possibilities for action by making us see reality through a distorted mental prism.

#4 « Negotiation & Mediation » - Use the power of negotiation to increase your percentage of success.

Learn how to generate value for yourself and for others as to build strong and trusting relationships over the long term.

Academic studies show that 60 to 80% of a manager's time is nowadays dedicated to negotiation (direct/indirect, internal/external) and that more than 80% of clients' acquisitions and sales processes fail in the final negotiation period.

#5 « Critical Situations Management » - How to handle & manage complex situations, crises, conflicts with customers or internal to the company.

Learn how to listen, hear, understand, communicate and collaborate in times of crisis to define shared common goals and develop new perspectives for positive results.

This module will allow you to approach difficulties with more hindsight, without getting overwhelmed by emotions and without losing your objectivity.

#6 « Announcing "bad news" in a positive way » - How to maintain good relations with our customers and partners, whatever the nature of the information to be transmitted to them.

*When the **content** has a negative value, the **form** becomes essential. Finding the right words and the right way to approach potentially conflicting issues is essential to avoid the breakdown and degradation of relationships.*

#7 « Ethical Dismissal » - How to separate from a collaborator in an ethical way, avoiding creating a trauma.

The current economic climate is forcing companies to make painful decisions.

Your employees will gain the understanding that they need to adequately manage the announcement of potentially traumatic news. In an ethical world, it is essential to protect oneself and the person being laid off, so that everyone can keep a positive emotional and rational trace of these difficult moments of transition.

Duration of conferences: 45 to 90 min.

Tailor-made program, adapted to the audience, followed by a Q&A.

Each module can be taken separately.

Possibility of

Courses

Coaching

Workshops

Situational scenarios