

TRAININGS CATALOGUE



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Transformation strategist. AI implementation expert. 15+ years C-suite. 60+ implementations across 25+ countries. 100% delivery rate. 94% retention. Clients include UN agencies, the World Bank, USAID, OSCE, governments, and Fortune 500 companies. Dual Executive MBA, York and Strasbourg. Certified Negotiation Expert. MPM. Based in Skopje. Available for travel, and live virtual delivery.



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★ Training Topics

AI FOR PRODUCTIVITY AND TOOLS

- AI at Work: Practical Productivity for Every Team | Hands on with the tools people already have. Real work, real outputs, no theory.
- Building Your Team's AI Toolkit | Which tools for which job, how to evaluate them, and how to stop paying for shelfware.
- AI Risk for Everyday Users | Confidentiality, hallucination, data leakage, and what employees must never paste into a chatbot. AI Governance and Compliance: EU AI Act, ISO 42001, NIST AI RMF

AI AND OPERATIONS

- Agent-Ready Operations | How to assess an operation before deploying AI agents into it, and which tasks should never be automated.
- Process Automation Readiness | The diagnostic that runs before technology spend. Automation does not fix a broken process. It scales it.
- Digital Transformation Roadmap | A sequenced twelve month plan tied to real operational constraints instead of technology trends.
- AI-Supercharged Project Management | How high performance teams always over-deliver.

LEADERSHIP

- AI-Ready Leadership | AI is not the intelligence. It is the speed. What executives still have to supply themselves.
- From Middle Management to Executive | Middle managers optimize. Executives allocate. The transition that stalls most high performers.
- The First-Time Manager | You were promoted for doing the work. Now you do not do the work.
- Managing Managers | A different discipline from managing people. Building leaders instead of doing their job for them.
- Leading Change That Sticks | .
- Scaling the Growing Organization | What breaks at each growth threshold and how to build for the next stage.

SALES AND REVENUE TRANSFORMATION

- Revenue Engine Diagnostics | The pipeline treated as an operational process. Where deals actually die, not where the team thinks they do.
- Sales Leadership: Forecasting, Coaching and Pipeline Discipline | Turning a group of individual closers into a managed commercial function.
- Consultative Selling and Transforming sales teams |
- Key Account Growth and Retention | Expansion revenue costs less than acquisition. Built on a 94% client retention record.
- Selling to Institutions and Government | How the buying process actually works and what disqualifies you.
- Agent-Ready Sales | What AI can take from a commercial team, and the hard line at relationship and negotiation.
- The Sales to Delivery Handoff | The gap that kills retention. Sales and delivery in the same room, by design.
- Negotiation for Non-Negotiators | Vendor, client and internal resourcing negotiation. Heavy role play.

SOFT SKILLS AND COMMUNICATION

- Difficult Conversations | Performance, conflict and the thing nobody wants to say. Rehearsed, not discussed.
- Executive Communication and Presence | Say it in three minutes or lose the room. Board updates, briefings and pitching upward.
- Influence Without Authority | For anyone who has to lead sideways across functions they do not control.
- Emotional Intelligence for Managers | Self-regulation, reading a room, and managing your own reaction before you manage anyone else's. Resilience and Crisis Leadership
- Time, Priority and Attention Management | Communicating Across Cultures and Time Zones |

INVESTMENT READINESS AND CAPITAL

- Investment Readiness: Preparing a Business for External Capital | What Investors Look For | Governance | Valuation | Exit



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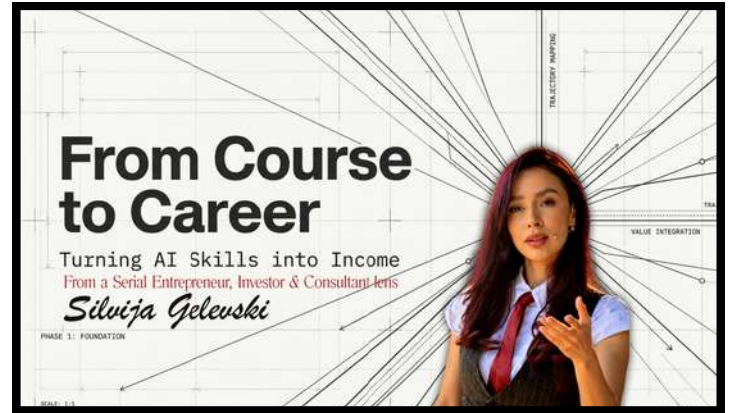


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