



*Training Course:  
Effective skills for HR Professionals*

*10 - 14 February 2025  
Baku (Azerbaijan)*

## Training Course: Effective skills for HR Professionals

Training Course code: MA234808 From: 10 - 14 February 2025 Venue: Baku (Azerbaijan) - Training Course Fees: 5250 Euro

### Introduction

Human resources professionals in today's organizations are more than technical or subject matter experts. They are counselors, communicators, presenters, and problem solvers.

This Effective skills for HR Professionals training program is a logical continuation of the advancement and development made in our 'Interpersonal Skills for HR Professionals course. Although the training program will complement the competencies developed in the course.

### Methodologies

The program uses a discussion-based approach in addressing the various topics covered combined with round table discussions, presentations, exercises, and role plays.

### Training Objectives

By the end of the course, participants will be able to:

- Explain the importance of Emotional Intelligence EI to HR professionals and apply simple techniques to develop their emotional quotients
- Deliver balanced and well-structured public speeches with ease and confidence after learning how to deal with public speaking anxiety and subduing its effects
- Describe the differences between influencing and persuading and use the best techniques in applying them in HR work-related situations
- Apply effective creative problem-solving techniques that will help them make the right decisions at work
- List the main differences between finance and accounting
- Use various budgeting techniques and apply them immediately in HR-related scenarios

### Target Audience

Human resources professionals or those who are about to start a career in HR as administrators, officers, or specialists. The program is also beneficial for experienced officers and managers in HR who wish to update their knowledge and skills about the latest techniques in the various behavioral competencies.

### Competencies

- Working with people
- Presenting and communicating
- Applying expertise and technology
- Planning and organizing
- Achieving goals and objectives
- Financial acumen
- Problem-solving

- Decision making

## Course Content

### Day1

#### Emotional intelligence EI: the base for honing HR professional competencies

- Definition of emotional intelligence
- Self-awareness and self-management
- The importance of EI for HR professionals
- Developing EI competencies
- Daily applications in the HR environment

### Day 2

#### Public speeches and presentations

- Purpose and objectives, different types
- Structure of presentations
  - The three 's' rule
  - The skeleton of an effective speech
  - Powerful openings
  - Previews and transitions
  - Substance or key points
  - Reviews and closing
- Supporting your speech
- Public speaking anxiety and how to deal with it
- Style of presenting
  - Body positioning, hand movement, eye contact, dress, and appearance
  - Mannerisms, verbal tics, verbal variety, and pauses

### Day 3

#### Persuasion and influencing

- Definition of persuasion and influencing
- Steven Covey's circle of influence and circle of concern
- HR application of persuasion and influencing
- The different techniques of influence and persuasion
- Use of techniques for different business and HR situations

### Day 4

#### Creative problem-solving and decision making

- Scanning, analysis, responses, and assessment
- The problem-solving cycle
- Creative problem solving: methods and overcoming barriers
- Link between problem-solving and decision making
- The 6 step process to decision making

## Day 5

### Understanding accounting & finance

- Accounting versus finance
  - Accounting: recording and reporting
  - Finance: analysis and decision making
- Understanding financial statements
  - Income statements, balance sheets, and the cash flow statement
- Performance measurement
  - Trend analysis
  - Common size financial statements
- Techniques of operational budgeting
  - Importance of budgeting
  - Methods of budgeting
    - Incremental budgets
    - Zero-based budgeting
    - Participative budgeting
  - Budgets as a control mechanism

## Registration form on the Training Course: Effective skills for HR Professionals

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Company Information

Company Name: .....  
 Address: .....  
 City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
- Please invoice me
- Please invoice my company

### Easy Ways To Register

Telephone:  
+201095004484 to  
provisionally reserve your  
place.

Fax your completed  
registration  
form to: +20233379764

E-mail to us :  
info@gh4t.com  
or training@gh4t.com

Complete & return the  
booking form with cheque  
to: Global Horizon  
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Giza, Giza Governorate,  
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