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# Maersk Training Business Learning



**MAERSK**  
TRAINING

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With more than 40 years of experience in people development within both technical and People Skills, Maersk Training have now launched a business learning one-stop-shop with courses that will bring you and your employees to the next level. From handling conflicts and difficult conversations to cultural awareness and leadership training or coaching, this platform can offer a variety of courses that will help you build a more competent organisation and solid leaders.

## ONE-STOP-SHOP FOR ALL

An easy to access one-stop-shop for personal and professional development that enables you to develop your employees to the same high standard and to get more aligned on best practices.

## build your own university

Together, we can develop and customise the offers available in the business learning concept to also include customer specific courses and customised consultancy.

A co-branded online booking portal makes it easy for you to handle and very flexible for your employees to book, plan and take responsibility for their own career and development.

Please contact us for more information or go to our online portal.

- Co-branded "Business Learning University"
- Structured employee development

## ATTRACT TOP TALENTS

Studies show that top job seekers are more interested in joining teams that align with their values and offer opportunities for both personal and professional development.

## \*LEADERSHIP DEVELOPMENT IS A SOUND INVESTMENT

According to a Global Coaching Client Study by International Coaching Federation (ICF), 86% of the companies able to provide figures to calculate ROI indicated they had at least made their investment back: 19% showed an ROI of at least 50 times (5,000%) the initial investment, while a further 28% saw an ROI of 10 to 49 times the investment. "The median company return was 700%, indicating that typically a company can expect a return of seven times the initial investment," ICF reported.

**\$ 7 x RETURN ON INVESTMENT**

*\*According to a Global Coaching Client Study by International Coaching Federation*

# course categories



## LEADERSHIP

Course name	Short Description
Leading at a Distance  Duration: 1 day	In today's organizations, more and more teams are divided across borders, offices, home based contracts etc. This course will enable you to lead and manage teams or individuals across a physical distance, including achieving company goals and results, along with the personal and professional development of their employees.
Basic Team Management – for operational leaders  Duration: 2 days	This course will enable you to perform in the role as Team Leader, primarily in an operational environment. The course will build on already achieved personal leadership competences, and provide an insight into team leadership, which is applicable for the leader himself and for the team as a whole.



## TEAM DEVELOPMENT

Course name	Short Description
Effective Teams  Duration: 1 day	The intent and purpose of the session is to reach the potentials of your team, through a focus either on improving and enhancing already known strengths within the team, or by helping the team overcome challenges or changes that stand in their way of performing. Each session will be tailormade for the specific team.
Personality Types & Motivation  Duration: 1 day	This course will enable you to create positive and developing relations to others, through a solid and thorough understanding motivation and different personality types at work.

Find more courses on next page



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Conflict Management  
& Difficult  
Conversation

Duration: 2 day

This course will enable you with the knowledge and skills to identify, intervene and mediate in existing conflicts between other parties, as well as de-escalate conflicts you are a part of.

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## PERSONAL EFFECTIVENESS

Course name	Short Description
Ready to change – increasing successful change  Duration: 1 day	Have you ever set a goal, personal or professional, that seemed really important, but never succeeded? The purpose of this course/workshop is to equip you with the knowledge and tangible techniques to increase the chance of successfully delivering on personal & professional change goals/commitments.
Unconscious Bias & Decision Making  Duration: 1 day	Did you know that during your day, while you think you are being deliberate, rational, and thoughtful, your conscious thinking is actually a very small part of what drives your actions and judgements? The aim is to make you more aware of what unconscious biases are, where they come from, and how they affect our everyday life.
Upward Feedback  Duration: 0,5 day	The purpose of the Upward Feedback session is to provide you as a manager with an insight into your leadership behaviour seen from the perspective of your team. The session serves to create, establish and evolve a culture of trust and dialogue based on candid and constructive interaction with each other, with the goal of improving cooperation between the manager and the employees.
Professional Constructive Feedback  Duration: 1 day	One of the most powerful tools used in our work life, is feedback. The purpose of the course is to enable you with the ability to master feedback as an integrated part of your daily work, to a degree where you feel confident, and provide feedback in a secure manner.

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Find more courses on next page

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**Presentation Skills**

Duration: 2 day

This course will aim at making you an excellent presenter. A powerful and confident communicator and presenter is more likely to get his/her message across, because most people will listen more closely when the message is delivered with control, power and from someone we trust

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**Personal Stress Management**

Duration: 0,5 day

For more than 15 years, stress has been a buzzword and there have been massive focus on stress, people being stressed and sick leaves due to stress. After this course you will have gained a clear understanding of what stress is, where it comes from, what your own personal stress symptoms are and what you should be aware of.

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**Stress Management for managers**

Duration: 0,5 day

Lacking or poor management is proven to be one of the biggest causes of stress among employees and teams. Therefore, this training is intended to give further knowledge and information to managers on the causes and avoidance of stress in the team and possible steps that can be taken to avoid stress among their employees.

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**Personal Power**

Duration: 2 day

Personal Power is an enabler to achieving success in life. The goal of this course is to empower you to develop and harness your personal power at the work place.

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## FINANCE AND BUSINESS UNDERSTANDING

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**Course name****Short Description**

Finance for non-financials

Duration: 2 days

Do you want, once and for all to learn how to interpret and read behind the financial information? This course provides you with an opportunity to learn about the financials in an interactive and interesting environment

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## DIGITALIZATION AND IT

Course name	Short Description
Digital Lives Duration: 0,5 day	Do you want to know more about how digitization will affect our lives – both as private individuals and as professionals? You will be inspired to see how businesses need to adapt to survive and flourish in a digitalized world and which competencies and skills are needed for the individual in order to cope and thrive in the digital world of the future.



## CULTURAL COMPETENCIES

Course name	Short Description
Global Mindset Workshop Duration: 0,5 day	The purpose of this workshop is to make you more aware of your own cultural baggage and everything you take for granted – so you can find the key differences between your own culture and other cultures and learn how to deal with them constructively.



## COACHING

Course name	Short Description
Being a Coach Duration: 2 days	After this course, you will be able to use coaching as a communication tool with employees, team members, colleagues, and customers to empower them to find solutions for themselves instead of giving the answers. The result is a new, empowered way of working that gives ownership and sparks initiative.





Maersk Training Headquarters  
Dyrekredsen 4  
5700 Svendborg  
Denmark

telephone +45 70 26 32 83  
commercial@maersktraining.com  
www.maersktraining.com