

# PROAKTIV Trainer Academy #PATA

## Trainer Accelerator

The Proaktiv Trainer Academy takes good trainers and makes them better, and takes ambitious, articulate individuals, who want to make a transformational difference in the lives of others, and turns them into great trainers.

The Trainer Accelerator Program, is a 12-module workshop you will learn, and practice, the skills necessary to deliver state-of-the-art online and in-person training.

You will work intensively with a Master Trainer who has certified hundreds of Trainers and Master Trainers globally, including China, Singapore, Malaysia, Japan, Korea, India, Mongolia, the United States. Benefit from a proven trainer certification curriculum that has been used by award winning training organizations. The program will allow you to perform at your best and demonstrate industry leading training skills with impact.

<p><b>1. TRAINER VISION</b></p> <ul style="list-style-type: none"> <li>• Trainer Vision</li> <li>• Attitudes skills and knowledge of a trainer</li> <li>• Be-do-get</li> <li>• Understanding your Skills GAP</li> </ul>	<p>Participants work to create their <i>Trainer Vision</i> After identifying the Gap between where they are now and where they see themselves, participants will create a plan to narrow the Trainer Skills Gap.</p>
<p><b>2. DEFINING AN EXCEPTIONAL TRAINER</b></p> <ul style="list-style-type: none"> <li>• Understand the difference between teaching &amp; training</li> <li>• Fundamentals of adult education</li> <li>• The triangle of power in a training room             <ul style="list-style-type: none"> <li>○ Content</li> <li>○ Methodology</li> <li>○ Personality</li> </ul> </li> <li>• Discussion about great trainers we have seen (introducing storytelling)</li> </ul>	<p>To build skill and confidence as a speaker, and learn the art of storytelling, participants will arrive at Session 2 ready to talk about a time they saw great (or bad) training. The format of the story will be provided in in Session 1).</p>
<p><b>3. POWERFUL STORYTELLING</b></p> <ul style="list-style-type: none"> <li>• How storytelling is critical to providing context for participants</li> <li>• Structure</li> <li>• Context</li> <li>• Delivery</li> </ul>	<p>From this session onwards, Participants will prepare a story or share which illustrates the concepts being discussed in the session.</p>
<p><b>4. ACTIVE FACILITATION 1</b></p> <p>Overview of the central tool for Trainers:</p> <ul style="list-style-type: none"> <li>○ Questions</li> <li>○ Listening</li> <li>○ Activities</li> </ul>	<p>After this session Participants will choose a topic and prepare a short facilitation to be presented at the subsequent session.</p>
<p><b>5. TRANSFORMATION</b></p> <ul style="list-style-type: none"> <li>• Understanding Emotion, Ego and Resistance to Change</li> <li>• Resistance to change             <ul style="list-style-type: none"> <li>○ Need for change first</li> <li>○ Then reasons for change</li> </ul> </li> <li>• Emotional movement             <ul style="list-style-type: none"> <li>○ How emotion plays a role in change</li> </ul> </li> </ul>	<p>In this session, Participants will first present their facilitations from the previous week. As part of the debrief we will focus on the reasons that people resist the training – using examples from the facilitation.</p>

<b>6. ACTIVE FACILITATION 2</b> <ul style="list-style-type: none"> <li>• Open and Closing</li> </ul>	Participants will prepare and deliver a facilitated opening or closing on a topic. The topics will be drawn from common soft skills concepts: 'stress' 'work from home' 'sales skills'
<b>7. ACTIVE FACILITATION 3</b> <ul style="list-style-type: none"> <li>• Bridging</li> <li>• Sell/tell (assignments)</li> <li>• Summary</li> <li>• Feedback</li> </ul>	Through teaching and drills, participants will learn the technical facilitation aspects noted.
<b>8. POWERFUL COACHING FOR IMMEDIATE CHANGE</b> <ul style="list-style-type: none"> <li>• How to use coaching to move participants along</li> <li>• Interruptive coaching</li> </ul>	Participants take turns giving coaching to a presenter.
<b>9. ACTIVE FACILITATION 4</b> <ul style="list-style-type: none"> <li>• Using questions to get to a 'why' Why "why"?</li> </ul>	A deep dive discussion into the importance of uncovering the 'why' of a given situation. Participants will practice the techniques.
<b>10. PRESENTAINMENT</b> <ul style="list-style-type: none"> <li>• Stage presence is critical</li> <li>• How to make an impression but not hog the spotlight</li> <li>• Humor (not jokes)</li> </ul>	Discussion of the importance of stage presence for trainers. Participants will discover how to be a powerful commanding presence in discussions, but not to dominate or become the focal point of the training.
<b>11. FROM PAGE TO STAGE</b> <ul style="list-style-type: none"> <li>• How to understand a training manual</li> <li>• bring the words to life</li> <li>• understand what is important</li> </ul>	Being able to take a trainer's manual and turn it into something energetic, moving unique and powerful is a skill of its own. Participants will be tasked with taking a manual and making it live.
<b>12. THE CLIENT IN THE ROOM</b> <ul style="list-style-type: none"> <li>• the importance of understanding our clients' context and bringing that into the room</li> <li>• understand your participants</li> <li>• why the most important person in the room is not the trainer</li> </ul>	Summary

PROAKTIV Master Trainer Mark Cosgrove has been working in business for more than 25 years, with the last 13 spent training thousands of hours for clients. During that time, Mark has trained more than 200 trainers and Master Trainers across APAC and around the world.

Mark helps training participants shift attitudes and beliefs; learn skills; and acquire habits that improve their ability to add value to their organizations. He takes learners on a journey where they examine their status quo, set goals, and identify barriers before making and executing a plan to improve. By being part of the Proaktiv Trainer Academy, Trainer-Candidates can acquire the skills to bridge the gap between where they are today and where they see themselves.

Register today:

