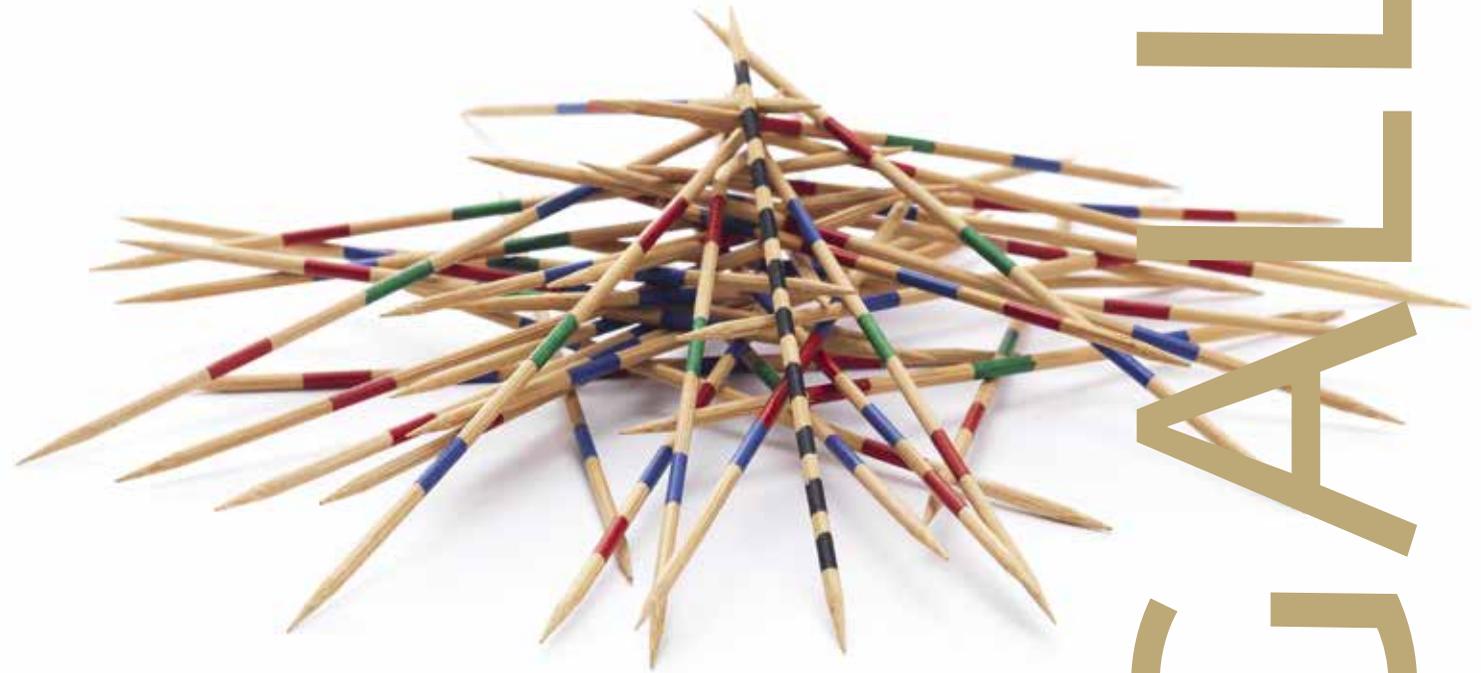


PERSONAL COACHING
& EXECUTIVE SPARRING

Making people stronger.
One-to-one.



MANAGEMENT SCHOOL ST.GALLEN ■
CORPORATE PROGRAMS

ST
GALLEN

Personal Coaching & Executive Sparring

Do you want to raise the bar when it comes to your employees' strengths? Whether mentoring managers or entire teams: our coaches are committed to pointing your business and staff in a clear direction – one which is of maximum benefit to everybody.

Whether through personal coaching, executive sparring or knowledge transfer – we will determine the most suitable coach for you, based on your personality and competence profiles. You can rely on St.Gallen's system from start to finish. Our coaching and sparring services are founded on a structured and transparent methodology whereby the development targets and key topics are precisely defined. This allows you to view your progress both clearly and critically, in order to factor in problems and current challenges at an early stage in the process.

Personal Consultation

Do you have questions about our Coaching Services? Mac J. Rohrbach would be delighted to consult with you or make you a customized offer:

m.rohrbach@mssg.ch
Phone +41 (0)71 222 51 53



Personal Coaching

Discover the power of personalized leadership mentoring. The ability to reflect on oneself and one's management situation and change these in a targeted way is a pre-requisite for successful leadership. Management School St.Gallen's personal coaches will assist you, even and especially in times of realignment and stress.

Our coaching sessions aim to strengthen your existing competences while extending your repertoire of management tools. The entire process is shaped by practical studies of genuine situations from your own everyday experience. The content and structure of these sessions are adapted to your individual goals and requirements.

Executive Sparring

Whether tackling strategic issues, guiding projects or managing staff, as company decision-maker you are often reliant on yourself. There is a lack of critical response and limited diversity of opinion in your own business. Top executives above all others need somebody they trust in the background, who can help them to exploit fully their performance potential. As a sparring partner, Management School St.Gallen offers you very personal support in performing your demanding leadership and management tasks. We work collaboratively, respectfully and in absolute confidence.

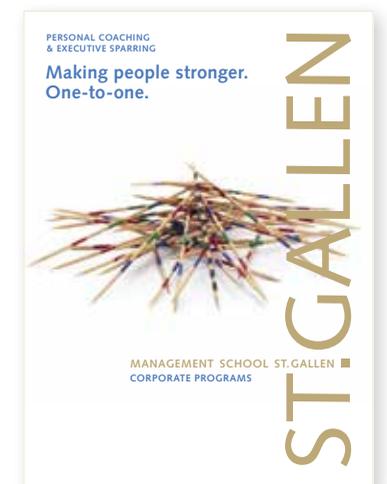
Our internationally experienced management coaches offer a neutral, external perspective and ask challenging questions. We create a safe space with you, away from everyday business life, in which you can reflect, experiment and feel calm. We develop scenarios together, assess the impact of various different options and work on ways to resolve your individual issues, teaching you the skills to make clear, steadfast decisions.

Transfer Coaching after training

Enhance your learning after seminars with individual mentoring. Our coaches can help you transfer your learning successfully into practice.

St.Gallen's Coaching Process

We have a preliminary discussion in which we talk about your goals and requests and choose the most suitable coach for your requirements. The second stage involves getting to know you, virtually or face-to-face, after which you and your coach determine goals, scope, duration, strategy and procedures. During the coaching phase, you are shown selected tools and methods and are actively supervised and supported in their use. Maintaining constant dialogue with your coach enables you to check and reflect on the results, in order to ensure maximum personal and professional development.



Overview of services

- Personal Coaching
- Executive Sparring
- Transfer Coaching
- Team Coaching

Shaping the future, one-to-one

Our Personal Coaching & Executive Sparring links personal and corporate growth.



Examples of coaching and sparring topics

- **Developing vision**
Strategic foresight, values and future planning
- **Fostering communication**
Relationship management and conflict resolution
- **Focussed leadership**
Ways to develop personal leadership strength
- **Confident presentation**
Positioning, charisma and personal aura
- **Assured decision-making**
Reflect on and optimize complex decisions by sparring
- **Achieving goals**
Determination, power and social influence
- **Behaving authentically**
Show character, win trust
- **Reflecting on actions**
Reflect on previous actions and past decision-making
- **Developing resilience**
Resilience in the face of adversity

Personal Coaching or Executive Sparring Special Offer

We offer you very personal support as a sparring partner with an experienced management coach. Book your individual coaching or executive sparring sessions. Below is an overview of our guide prices.

Personal Coaching

Price per day (8 hours) for managers
CHF 3,100 | EUR 2,700

Executive Sparring

Price per day (8 hours) for decision-makers in business
CHF 3,900 | EUR 3,400

The package price includes:

- identifying individual sparring topics, goals and requirements
- 1-day coaching/sparring
- invoiced according to number of hours. For 4 or more hours, a personal session can be booked; for 1–4 hours, coaching/sparring is virtual.

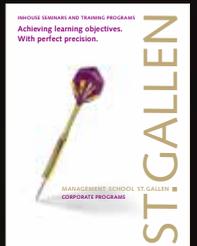


PORTFOLIO OF SERVICES IN CORPORATE PROGRAMS

Five routes, one goal – namely, your success. Better knowledge and skills are the raw materials of the future. But every company requires different competences. For this reason, we align our Corporate Programs precisely to your business and your strategy. What can St.Gallen do for you? Select your appropriate in-house training program from our five competence areas:

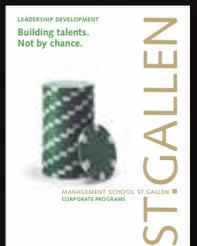
In-house Seminars and Training Sessions

For your company training, do you want to avoid standard solutions in favor of practice-oriented programs and teaching modules, whose content, format and methods reconcile business targets and personal goals? St.Gallen has the answer.



Leadership Development

Which new skills do your managers and staff need to enhance? Recognizing and fostering potential is a pre-requisite for the ideal development of a business and its people. Our St.Gallen Leadership Development Programs provide a reliable and practical foundation on which to do so.



Corporate Conferences

Do you want to transform your company event into an inspiring platform for knowledge and dialogue? We can help you put your key messages into the right format for attendees, thereby creating an intelligent link between knowledge management and relationship management.



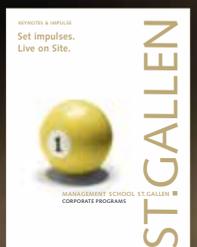
Personal Coaching & Executive Sparring

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Keynotes & Impulse Events

Enhance your expertise with new and stimulating ideas. In our short events, experts from research and business offer you a long-term understanding of significant developments, thereby helping you to recognize new perspectives. Whether for an hour or a whole day, whether a keynote speech or an interactive workshop: our Impetus Events are a sustainable highlight and offer genuine opportunities for dialogue and networking with like-minded colleagues.



**How may we build on your
personal strengths, one-to-one?**

MANAGEMENT SCHOOL ST.GALLEN

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