



CORPORATE *Portfolio* — TRAINING AND DEVELOPMENT



Meet Ynnner 2002

We are a company that since 2002 has helped the largest and best organizations in Brazil and around the world to understand – in a complex world overflowing with information – which competencies their employees need to develop in order to generate results that are aligned with their strategy.

In addition to working directly with competencies (based on behaviors, knowledge, and techniques), we recommend and apply proven methodologies supported by a team of highly experienced development professionals.



MIS SION

*Our mission is to make
you achieve your mission.*

Ynner Methodology

Ynner is able to deliver training with Body, Mind and Soul because its consultants have Conceptual Consistency, Business Experience, and a Distinctive Stage Presence.



BODY

The participant should feel like the lessons learned are applicable, and come away with a very clear idea of what needs to be done the following day.



MIND

The concepts behind the practice must be consistent so that, after mastering the fundamentals, participants can apply what they have learned in various situations.



SOUL

Training should be interesting and, when possible, fun, making the learning process enjoyable and pleasant.

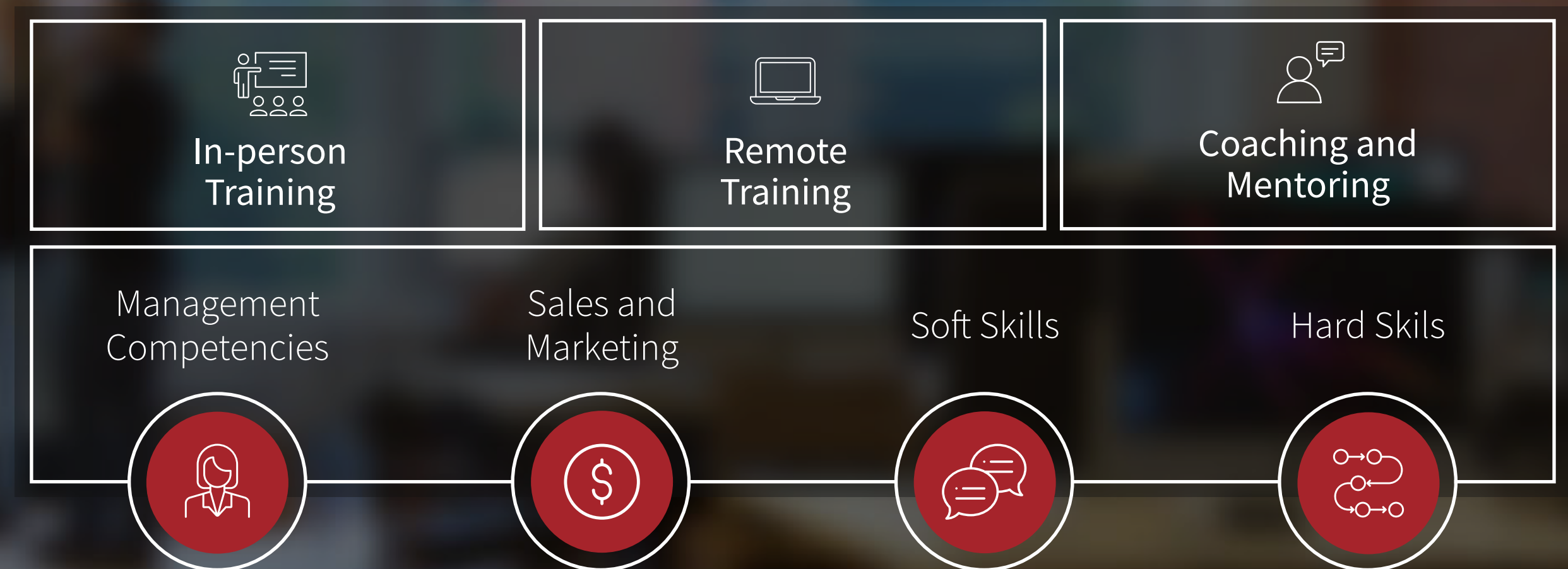
Focus on Results

We are always concerned about generating significant results for our customers after the training sessions, paying attention to the applicability of our content and to using tools that are relevant to our clients.

That is why all of our training courses are 100% tailor-made and geared to helping our clients achieve their goals. We believe that each one of them has a unique strategic direction, and therefore needs differentiated treatment, optimizing training results.

In addition, we have a number of tools to help solidify and deepen knowledge after the training sessions.

*We have
three business
units*



Based on these pillars, we develop projects that involve four different areas of knowledge: Management Competencies, Sales and Marketing, Soft Skills and Hard Skills.

01

In-person Training

We specialize in recommending, planning, and implementing training (in-person and remote), as well as fully customized development programs, based on a careful study of your company and your specific challenges.



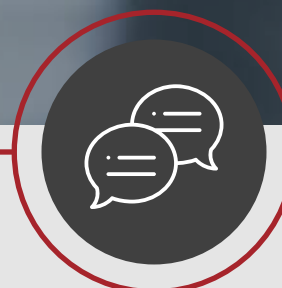
We have a number of approaches that develop skills on four main areas:



Development of management competencies for executive careers.



Development of sales competencies for Sales and Marketing.



Development of behavioral competencies with a focus on Soft Skills.



Development of technical competencies with a focus on Hard Skills.

We use established techniques, tools and methodologies for these trainings, such as:

World Café, Lego Serious Play, Team Coaching, RPG, customized games and activities, Agile Methodologies, among many others.

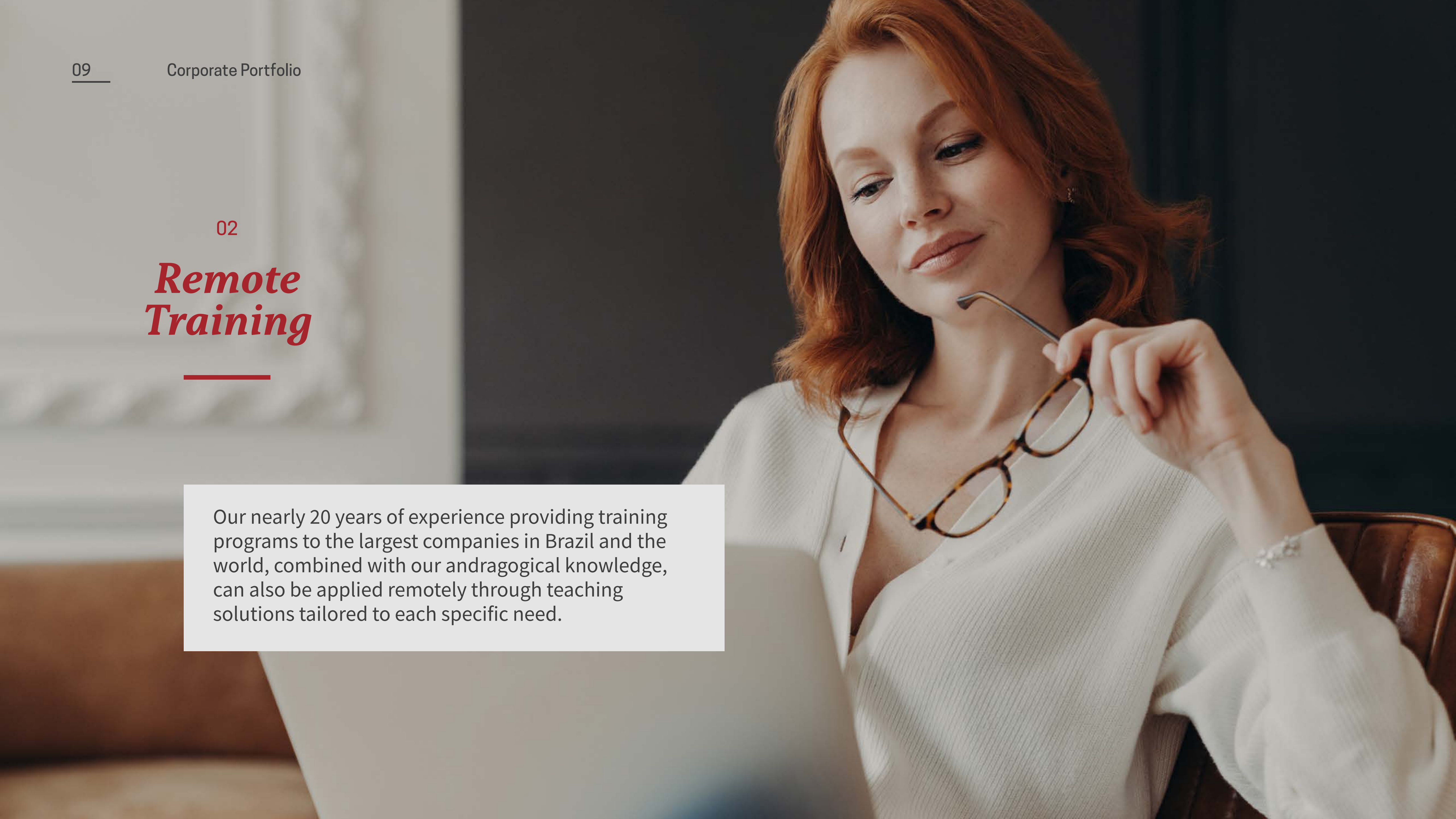


We also can deliver our training programs in Portuguese, English and Spanish.

02

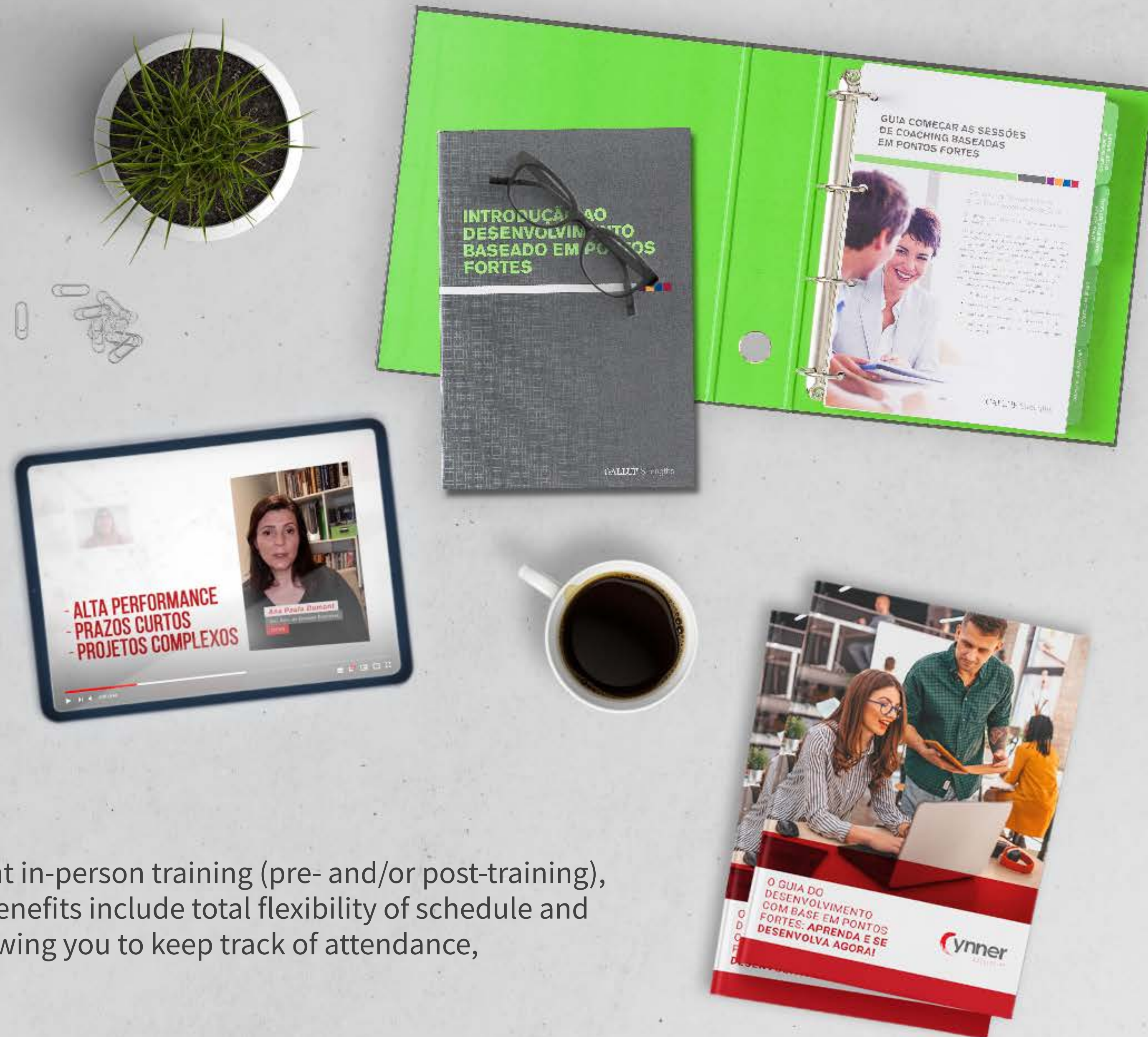
Remote Training

Our nearly 20 years of experience providing training programs to the largest companies in Brazil and the world, combined with our andragogical knowledge, can also be applied remotely through teaching solutions tailored to each specific need.



This means that learning is not restricted to online video and web conference sessions, but built into specific platforms that offer a wide range of resources, such as E-learning, Videos, Podcasts, Webinars, E-books, Booklet with Summary, One Page Text, Webcast, allowing us to deliver more consistent and dynamic programs, where every interaction brings participants one step closer to success.

Our remote learning solutions can be used to complement in-person training (pre- and/or post-training), or as a single solution to deliver the entire content. Key benefits include total flexibility of schedule and place, as well as the possibility of monitoring access, allowing you to keep track of attendance, engagement and performance.



03

Ynner Coaching and Mentoring

Through a customized, inspiring, and effective methodology, Ynner Coaching and Mentoring is a journey of development for coachees to achieve their goals, supported by Ynner's certified Coaches and always in tune with the company's desires, using their talents, knowledge, and skills as starting points.





The idea is to speed up development by making participants deal with specific challenges, such as career changes (upward moves or new career plan) or new professional challenges.



The responsibility is shared and agreed upon among the main stakeholders: coachees, their leader, HR and the coach, while the program is based on the precepts of good coaching practices, using the tools and methodologies recognized and validated by the ICF (International Coach Federation).

International Partnerships

The excellence built throughout our history has brought us partnerships with worldwide leaders in people development.

we'll | GALLUP®

We are partners with We'll Group®, one of Europe's top HR and coaching companies. We are also the exclusive Gallup® representatives in Brazil for its international strengths coaching certification program, Gallup Global Strengths Coach®.



Gallup Global Strengths Coach®

Over the course of six decades, to the present day, the CliftonStrengths® methodology has been used globally by millions of people and companies to discover natural talents, that is, what each individual does best and how this can generate practical results.



The movement to develop people based on their talents and strengths was started by Gallup®.

GALLUP®

Gallup is the world's leading expert in People Analytics, business performance and the study of human behavior.

Ynner was selected and approved by Gallup® to be its official representative in Brazil and Portugal to train strengths coaches through the GGSC.



*Don Clifton
(1924 -2003)*



***of Fortune 500
companies***

Used by 90% of Fortune 500 companies, the CliftonStrengths® methodology is available in Brazil through Ynner.

2018

Since 2018, we are official and exclusive representatives of Gallup® in Brazil, carrying out projects based on the various approaches and products that comprise this new paradigm of success, as shown on the right.

Mentoring and Executive Coaching Programs

Leadership Workshop based on Talents and Strengths

Team Building based on Talents and Strengths

How to boost sales with Strengths Based Selling

CliftonStrengths® Assessment

International Certification on Strengths Coaching, Gallup Global Strengths Coach®

Talent Workshop

Talents and Strengths in the Innovation and Creativity processes.





WE'LL *PeopleCare*®

PeopleCare® is the first fully integrated digital platform, with Assessment, e-Learning and e-Coaching for the development of leadership skills for middle management, working individually through customized tracks and regularly scheduled e-coaching sessions.

Its high level of flexibility allows managers to work on their development wherever they are.

*In addition, it is available in four languages:
Portuguese, English, Spanish and French.*

we'll

PeopleCare
E-COACHING • MOBILE LEARNING

Present in over 30 countries, this innovative solution in Brazil is made available by the partnership between Ynner and We'll Group®, a French multinational conglomerate specialized in solutions for digital development of competencies.



Ynner was
selected one of
five
best

training and
development
companies in Brazil.

Our Clients:



Our
Clients:





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