

Mawj Training, the Middle East Primary Affiliate with Prosci, offers :

Prosci's 3-day Change Management Certification Program



Program Overview

This intensive change management workshop is designed for the project team members to help them successfully analyze, plan, design, develop & execute change management strategy effectively in their organizations. It is hands on where participants learn the concepts, theory, methodology & tools to implement change successfully. It covers the concepts, Best practices study, Psychology of Change, the Prosci® ADKAR® Model and the three phases of Prosci's Change Management Process:

- **Preparing for Change**
- **Managing Change**
- **Reinforcing Change™**

The program is interactive and activity intensive providing learning opportunities to participants by having a combination

of lectures, interactive discussions, group exercise and other activities. It has an excellent balance between theory, methods and practical tool.

The teaching method follows the principle of "**Apply as you learn**" that the best way to learn is to use it. Participants bring their own change projects to the course to work on it during the workshop by using the tool and template for their projects. Participants are able to start creating their change management plan and strategy during the workshop.

At the end of the course and after passing the final exam successfully participants are certified in Prosci's Change Management methodology and are able to lead their organizations successfully through incremental and radical changes, building and customizing a change management strategy and change management plans for communications, sponsorship, coaching and training. This is a world recognized certificate.

Prosci's Change Management Certification Workshop Agenda

Day 1 Morning	Day 2 Morning	Day 3 Morning
<ul style="list-style-type: none"> • Introduction • Why manage change? • ROI of change management • Best practices review • ADKAR® overview 	<ul style="list-style-type: none"> • Creating a CM strategy • Preparing the CM team • Developing the sponsorship model • Preparing sponsors 	<ul style="list-style-type: none"> • Coaching plan • Resistance management plan • Training plan • Master plan
Day 1 Afternoon	Day 2 Afternoon	Day 3 Afternoon
<ul style="list-style-type: none"> • Change management principles • Change characteristics assessment • Org attributes assessment • Unique challenges and risks 	<ul style="list-style-type: none"> • ADKAR® analysis • Communications plan • Sponsorship roadmap • Presentations • Special event 	<ul style="list-style-type: none"> • Reinforcing change • Final exam • Graduation

The Program

- Utilizes best practices research with more than 2600 participants world-wide.
- Is designed as a proactive process to accelerate change and manage resistance before problems arise.
- Provides tools, templates and checklists that are integrated into an easy-to-use framework for managing change at all levels.
- Is based on a knowledge-transfer model that allows you to build your internal change management competency.

Why use Prosci's Change Management Process?

Prosci is the leading provider of change management tools and best practice reports, working with more than 2600 companies from 66 countries during the last 14 years, completed 7 research studies in change management. Prosci's popular ADKAR® model is used worldwide and Prosci's change management tools are provided in both electronic and hard-copy formats.

Prosci's customers include 66% of Fortune 500 companies. More than 10,000 certified in Prosci's methodology and more than 60,000 managers and consultants are registered with Prosci's Change Management Learning Center. More information is at <http://www.change-management.com/>



Customers say they choose Prosci for their change management approach because the methodology and tools are:

- **Research-based** – Prosci’s change management materials utilize best practices research from more than 2600 end-users worldwide.
- **Holistic** – Prosci’s best-of-the-best change model and structured process provide a comprehensive framework for managing change at all levels, from top-level executives to front-line employees.
- **Easy-to-use** – Prosci’s tools, templates and checklists are easy to learn and easy to apply.

Prosci is uniquely positioned to help your organization build internal competency in change management. We give you the knowledge, resources, processes and tools to achieve project success and build the competency to manage change.

Prosci and the Change Management Learning Center offer the most comprehensive options for change management training. Prosci’s Change Management training teaches how to manage the human side of change in any business situation that involves any change regardless of the type or magnitude independent of any type of business.

Training Locations



Who should attend?

- Change Management Leaders
- Change Management team members
- Change Managers & Agents
- Business Process Improvements Professionals
- Continuing Excellence Consultant
- Coordinators of company Reorganization & Merges
- Implementers of Organizational change or new IT systems
- Anyone interested to learn how to manage change

Testimonials

"Excellent, well-structured course, very comprehensive info and set of accompanying tools. breakout activities and group project allowed us to apply the knowledge."

Emma Murphy, UK.

"Good methodology and practical. We will use it to ensure success."

Yassir A. Al-Suwais, Riyadh, Saudi Arabia.

"The workshop is excellent, informative and helpful. The program allows us to work on real projects and not just theory."

Robert Michael Croft, Jeddah, Saudi Arabia.

"Excellent course, well facilitated, very engaging course"

Pamela Krueger, Abu Dhabi, UAE

"The course is very useful and we learned many things. The materials are very easy to read and clear."

Fatma Alsayegh, Abu Dhabi, UAE

"Outstanding workshop that was well worth the trip from Australia".

Jenni Flower from Australia

"Excellent and it is the best program I have ever attended. The concept was great and useful."

Abdurrahman Al-Ghamdi - Al-Khobar, Saudi Arabia.

"The workshop was very useful to us, I have learned a lot from that workshop".

Ziad Ammous, Abu Dhabi, UAE

"The program has a lot to take back and apply to my project. Its greatest strength is the clarity of the model."

Shirley Jeeban, Abu Dhabi, UAE

The Workshop includes :

- Morning and afternoon coffee breaks and snacks daily
- Full lunch buffet served daily
- Dinner on the second day
- Comfortable set up at 5* hotels
- Professionally printed Color student manuals and material
- Enjoyable and exciting group exercises and breakouts
- Hands on workshop to enhance the learning
- Interactive and discussion to enrich experience and maximize knowledge
- Fun learning atmosphere and interesting topics
- World-wide recognized and respected certificate.

Workshop Fee

• Option 1 - Open- enrolment public sessions:

US\$ 2900 for the first person

US\$ 2700 for a second person or more from same company

It is recommended that more than one person from the same organization attend.

• Option 2 - In-house private sessions:

US\$ 2400 per person for class size of 15, plus instructor expenses (hotel, air ticket, meals & transportation)

Workshop fee includes the following high quality material from the USA:

- Change Management Toolkit (**\$389 value**)
- Change Management Pilot (**\$489 value**) life time access to the online resources that include the concepts, tools, online training and all assessments & templates.
- Change Management Best Practices benchmarking report (**\$289 value**)
- Employee's Survival Guide to Change (**book - \$14.95**)
- Change Management: the people side of change (**book - \$18.95**)
- ADKAR: a model for change in business and government (**book - \$18.95**)
- Course slides and handouts (**\$90 value**)
- Weekly live interactive webinars for in-depth understanding of the concepts, methodology & tools.
- Shipping, handling and customs fees of material (**\$150**)
- Final exam and certificate (**\$50 value**)

That is worth more than \$1500

