

## Positive Change through Emotional Intelligence Development

A lifelong pathway for a meaningful self-change and soft skills development

### Change Zone

Would like to share with you an  
overview of the Positive Change program  
version 2.4





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## One-minute summary to change your life

### Positive Change with EI Development Is the right investment because:

- The program guides professionals to make positive change in attitude and behavior
- The program is a process of change that works and in return results in more achievement & happiness
- It is a professional program to learn soft skills that are highly appreciated by corporations

**“The name of Change Zone reflects its purpose. I experienced great change in my life”. Dr. Zeal Naser.**



### Positive Change with EI enriches you with development in:

- Self-regard development.
- Interpersonal communication skills.
- Time management: achievement.
- Problem solving and decision making.
- Positive Thinking.
- Stress management.
- Principled-centered negotiation.
- Assertiveness skills.
- 7 Habits of Highly Effective People.
- Social Intelligence.
- Emotional Intelligence.
- Behavioral Change Principles.
- Purpose, ethics and integrity.
- Creative thinking.

## Positive Change with EI suites your conditions

- The programs run on Saturdays or after working hours, once a week. You can still maintain your work attendance, family commitments and friends.
- You have the option of paying in installments without additional fees.

**Change Zone's Programs are constantly rated by successful professionals and are regarded as one of the most rewarding and quality program they have joined.**

**“Regarding my training at Change Zone, I joined two training programs starting from soft skills and ended it up with MBA in practice. The content of the two courses directed me in becoming a leader at the research and development department. Thanks Amin for everything and please keep up the continuous improvement at your center. I would recommend Change Zone to those seeking not only improving their business knowledge but also seeking positive change of attitudes and behaviors.” Samer Ratroot**



## Read more about the program and you will see the benefits shortly

Why should you spend so much, and wait too long, to acquire important skills to your wellbeing, when you can join a program with extra benefit, with less time and cost.

Take the chance and continue reading the rest of the information about the program that will change your life.

## Purpose: Positive Change with EI is what is needed nowadays

**EI** → Talked about for decades as “character” and “personality” to “soft skills” and “competence”, at last, there is now a **scientific understanding of those human talents** and a new name for them: **Emotional Intelligence (EI)**.

**EI** → **Is a strong predictor of life success**, happiness, career advancement, exceptional achievement, low stress level, healthy relationship, and problems solving skills.

**EI** → **CAN BE DEVELOPED!** The more we develop our EI, the more our lives change remarkably. However, **the process of change** needs smart understanding of steps and techniques to **success and smooth change**.

**As an ambitious professional who seeks to develop his/her EI, this program is a scientific and practical process of change to develop your EI successfully**



### The dilemma of stress

**Today's life conditions** are demanding, changing fast, and tough, leaving us with **little time to care for ourselves**. The result is: the increasing degree of stress among people in the worldwide, **globally; stress is a serious concern**.

The **World Health Organization predicts that depression** will be the **second highest cause of death in the next 10 years**. **Stress symptoms** include feeling poorly physically and emotionally, sleeping and eating disorders, increase feeling of isolation and conflict with others, irritability, anger, unjustified fear, inability to concentrate in learning and memorizing, and many others psychological symptoms

Of which people do not speak of usually with others. Those are called stress symptoms, and they are **alerts for the need of positive change**. Such symptoms **can be relieved gradually through constructive self-change programs**.

This program combines **the process of change with Emotional Intelligence Development** in a unique and very **exciting method for self-growth**. It **has been** developed over the years by Change Zone's Mr. Amin Al-Tal, a personal and organizational change expert. It is based on a **result-driven approach** for human and organizational development, supported by coaching, and **derived from scientific psychological concepts**.

## Facts: reliable experts and institutes write ...

This program is not a passing fashion; it is **based on studies of tens of thousands of experts in various fields**. Recent research shows why we need to take serious self-change initiatives:

- A survey of managers in a UK supermarket chain revealed those with **high EI experienced less stress, enjoyed better health, performed better** and reported a better life/work balance
- The Harvard School of Public Health predicts that by 2020 depression will be responsible for more lost workdays in the developed world than heart diseases
- The **World Health Organization predicts that depression** will be the second highest cause of death in the next 10 years.
- **Two-third of stress-related problems result from unsatisfying relationships**

- Assertiveness, empathy, happiness, emotional self-awareness and problem solving skills are more predictive of sales success than background, gender and sales techniques.
- Studies of 500 organizations worldwide indicate that people **who score highest on EI measures rise in organizations.**
- In a multi-national consulting firm, those **high on EI secured \$ 1.2 million more profit.**
- Agents in an insurance company weak on EI sold average policies of \$ 54,000; sales agents high on EI achieved \$114,000.

**The Emotional Intelligence expert, Daniel Goleman, Harvard psychologist writes:**

“A survey of benchmarked practices among major Corporation, done by the American Society for Training and Development, found that **four out of five companies are trying to promote emotional intelligence in their employees through training and development**, when evaluating performance and in hiring.

Yet, **businesses are waking up that even the most expensive training can go away**, and often it does, for instance, the most systematic study ever done of the return on investment in leadership training found that one well-respected week-long seminar for top-level executives actually had a slight negative effect on their job performance.”

**"Change Zone is the place where knowledge meets the practice, and body meets the core. Change Zone and the lovely clued-up staff positively changed my way of thinking and behavior and make the image obvious and understandable in both business and personal life."** Tariq Abu Ghanem



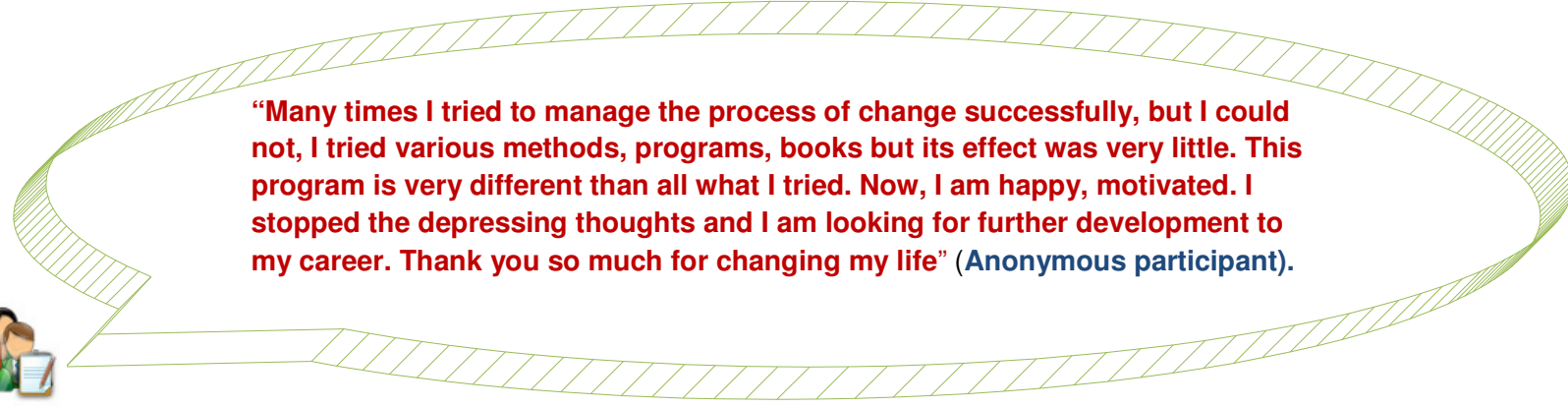
**EI is the product of many skills, for example:**

- Self-esteem development
- Time management
- Team work and accepting differences
- Expressing and listening skills
- Decision making and problem solving
- Many others...

## The program fits the purpose

As you think to create an EI self-change success story, like many successful professionals, you will find this program cleverly put together for you.

You will be able to successfully transform yourself, in a remarkable way.



**“Many times I tried to manage the process of change successfully, but I could not, I tried various methods, programs, books but its effect was very little. This program is very different than all what I tried. Now, I am happy, motivated. I stopped the depressing thoughts and I am looking for further development to my career. Thank you so much for changing my life” (Anonymous participant).**



Many times, we try to change and learn new skills, but unfortunately cannot and try to forget about it, as the challenges become harder. You might be facing one or all of the following challenges or difficulties.

## Have you thought before?

What knowledge do I need to develop my EI?

How to manage the self-change process properly? I have tried many times before!

How can I apply in practice? I need somebody to coach me.

I cannot find enough time, I have many commitments!

This initiative might cost me a lot of money.

How do skills fit together? In reality, we use many of them in the same situation.

This program combines **the process of change with emotional intelligence development** in a unique and very **exciting process of self-growth**, developed over the years by Change Zone, Mr. Amin Al-Tal a personal and organizational change expert. It is based on a **result-driven approach** for human and organizational development, supported with coaching, and **derived from scientific psychological concepts**.

The program successfully helps many professionals improve EI and manage the self-change process, with convenient time, cost, and efficient effort.

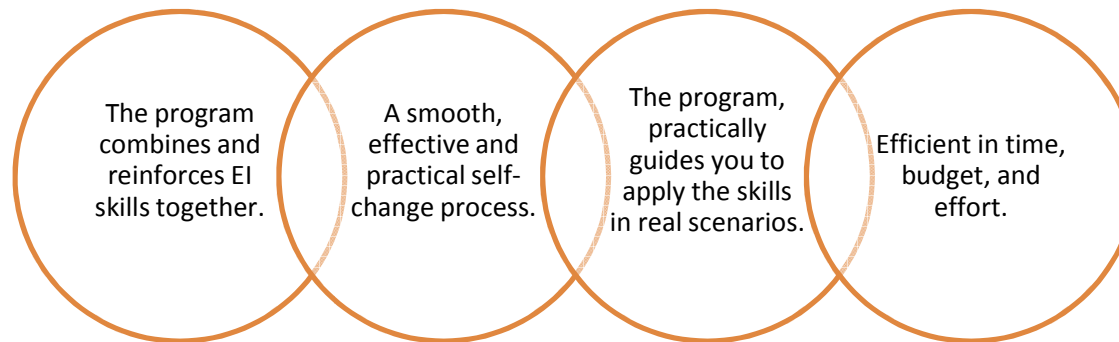


**“Change zone and the lovely clued-up staff could positively change my way of thinking and behavior and make the image obvious and understandable in both business and personal life.” Tamara Anani**

**“My Opinion about the program. The material has valuable knowledge, briefed in appropriate way. The lecturer was very good in managing attendees’ thoughts and opinions, patiently listens carefully to participations and guides them to reach required by themselves. Time: was suitable for all: students, employees and unemployed”. Afaf Tayah**

Why waste time, effort and budget trying to find a workable solution to develop EI and self-change, when the program facilitates it for you.

**Some points to highlight:**



**“A positive change to attitude and performance, this program is great”.**

**Mr. Ibrahim Fashho, HRD Manager, Sayeg Group**

**It was such a nice time I spend in your class, it's not my first time on courses, but the MBA program was different. It was friendly. There was so much information but easy to understand. You are very a helpful teacher and a very polite person.**

**Mohamed Khateeb**



## Benefits: You will be skilled at

When You Complete the Positive Change through EI Development, you will find yourself skilled at the following like any emotionally intelligent professional

- 
- **Interpersonal communication skills**
    - Better self-expression
    - Listening with openness
    - Manage expectations
    - Empathy and understanding
  - **Social intelligence**
    - Influencing others
    - Relate happily and meaningfully
    - Enjoy team work and social interactions
  - **Assertiveness**
    - Dealing confidently and humbly (balanced)
    - Expressing your point of views constructively
    - Maintain your rights and people's rights
  - **Time management**
    - Feel more in control of your personal and professional life
    - Improve lifestyle balance
    - More focused on personal objectives
    - Organized around priorities
  - **Self-esteem development**
    - Feeling worthy, confident and optimistic
    - Recognizing and believing in your personal capabilities
    - Enhance the level of positive self-evaluation
  - **Stress management**
    - Decrease the symptoms of harmful stress
    - Reduce depression, fatigue, low self-evaluation, sleep problems, worrying
  - **Positive thinking**
    - Calm attitude and less sensitivity to external negativity
    - Improve peace of mind
    - Proactive and initiative
    - Courageous thoughts and risk taking
  - **Behavior change**
    - Better understanding of your own behavior
    - Manage the process of change gradually
-



- 
- **Principled-centered negotiation**
    - Think win-win in negotiation
  
  - **Problem solving and decision making**
    - More confidence in facing uncertainty and problematic situations
    - Solving problems proactively and practically
    - Making effective decisions
    - Better decisiveness, firmness
- 
- **Integrity**
    - Act based on personal integrity and principles
  
  - **Developing your 7 habits: proactive, having a purpose, priorities, balanced, courageous and considerate, synergetic**
  
  - **Emotional healing**
    - Feel peaceful about past events
-

## Know more about topics

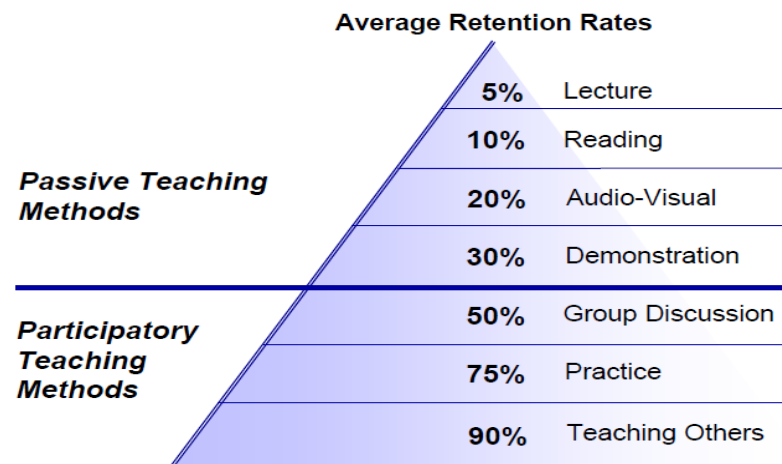
<p><b>Strategic analysis and planning</b></p>	<p><b>Stress management</b></p>	<p><b>Interpersonal communication &amp; social intelligence skills</b></p>	<p><b>Positive thinking and constructive self-talk</b></p>
<p>A positive self-regard results in an overall feeling of stability, confidence, optimism, and control over life conditions.</p>	<p>Reducing stress improves motivation, the feeling of inside peace, and relaxation, improves decision making, planning and productivity.</p>	<p>Enhance social intimacy, reduce conflict, improves team work, family relationships, social influence, and emotional stability.</p>	<p>Reduce the feeling of anxiety, worrying and internal confusion. Reinforce yourself for better achievement, and overcome stimuli of stressors</p>
<p><b>Assertiveness</b></p>	<p><b>Time management</b></p>	<p><b>Creative thinking</b></p>	<p><b>Problems solving and decision making</b></p>
<p>Deal fairly with yourself and with others, stand for your own rights and give people their rights as well. Be confident and courageous, yet, considerate.</p>	<p>Managing your time is to be result oriented productive, focused on achievement and priorities. Create the balance in your life.</p>	<p>Think differently, and learn how to generate ideas and influence others to accept them.</p>	<p>How deal with problems and make decisions practically and effectively with less stress, confusion and greater focus on priorities and objectives.</p>
<p><b>7 Habits of highly effective people</b></p>	<p><b>Behavior change</b></p>	<p><b>Purpose, Ethics &amp; Integrity</b></p>	<p><b>Principled-centered negotiation</b></p>
<p>The famous book and principles which influences millions of people around the world, is now practically presented to you.</p>	<p>The process to build new habits, through natural and scientific principles of behavior change.</p>	<p>Living for a purpose creates a great deal of inside stability, show your life direction clear, reduces negative comparisons based on materialism, and instead, you focus on making a better world.</p>	<p>Everyday we get into negotiations with others, because interests might seem conflicting, but, this is only the case if we do not know how to bridge the gap, as mutual benefits are waiting for you to find.</p>

## Learning methods to create the desired results

Change Zone's Positive Change with EQ applies the methods used by top international coaching and competency development institutes that coaches emotionally intelligent and positive professionals.

### The learning pyramid

## The Learning Pyramid\*



\*Adapted from National Training Laboratories. Bethel, Maine

<p align="center"><b>Case study/Examples</b></p> <p>Cases of companies which demonstrate excellence in the concept discussed.</p>	<p align="center"><b>Templates</b></p> <p>Ready-made, customizable documents which can be used in practice.</p>	<p align="center"><b>Hands-on project</b></p> <p>Teams work on hands-on project to apply concepts and theories.</p>
<p align="center"><b>Tips and tricks</b></p> <p>How-Common occurrences in real world situations in a sort of summarized statements.</p>	<p align="center"><b>Pragmatic debate</b></p> <p>Interactive exchange of points of views about a concept</p>	<p align="center"><b>Improve Problematic Situations</b></p> <p>Teams are presented with a challenging problematic situation from the everyday business life to improve it.</p>
<p align="center"><b>Games</b></p> <p>Teams work to provide best possible scenarios to make certain predetermined results.</p>	<p align="center"><b>Field-observations</b></p> <p>To motivate teammates to think about business concepts in practice, groups are required to pay attention to certain business practices.</p>	<p align="center"><b>Software Packages</b></p> <p>We demonstrate software packages that can be used to apply concepts in practice.</p>
<p align="center"><b>Integrate knowledge</b></p> <p>As we progress throughout the programs, the concepts are linked together and applied to real cases where you will gain insight how concept fits together.</p>	<p align="center"><b>Practitioner to Practitioner</b></p> <p>Experts will brief you about daily realities and how the concept is practiced.</p>	<p align="center"><b>Checklists</b></p> <p>Nutshells that can be used while applying the concepts in practice so that you make sure that you addressed certain critical principles</p>
<p align="center"><b>Videos</b></p> <p>To provide insight and experience to concepts we demonstrate videos that addresses certain aspects</p>		<p align="center"><b>Workshops Coaching</b></p> <p>Guide participants to work on project</p>

## Change Zone 7 Cs: a unique experience of change



### **Change of Attitude**

As the principles of behavior change smartly integrated with your development program, you will nurture the positive attitude and competency you desire to achieve your goals.



### **Coaching**

In Practice Direct one-to-one professional coaching guides you to work on real-world issues, influences you to experiment practically, and boost your confidence to use knowledge.



### **Convenience**

Change Zone optimizes the programs to make your investment in learning light and handy. The 'Program Value Innovation' process achieves higher levels of time and cost savings continually.

	<p><b>Change Agents</b></p> <p>A developmental experience with agents of change is one of the most positive stimuli of change: rich in motivation, intellectual contribution, emotional intimacy, and professionalism; the right people for your professional social network.</p>
	<p><b>Continual Development</b></p> <p>The value of the program experience never stops after the program, as Change Zone provides tips, sessions, videos, and advance programs continually.</p>
	<p><b>Channels</b></p> <p>You can access your learning material, reach professional coaches, and collaborate with your team through your e-learning accounts, forums, chat, emails, and meetings.</p>
	<p><b>Corporate Social Responsibility (CSR)</b></p> <p>The wellbeing of society is a critical priority for leading businesses and CZ is just the perfect example; providing free workshops, e-learning, voluntary work, and responsible pricing that make our programs available to as many change agents as possible.</p>

## Testimonials: people speak about their experience at Change Zone



Change Zone' Programs is consistently rated by successful professionals as one of the most rewarding and professional program they have participated in Change Zone.

**Corporations:** <http://www.changezone.com/changezone-companies.php>

Change Agents	My point of view
<b>Bashar Shalabi</b>	As a Change Zone client, I enrolled in 2 courses offered by the organization: Marketing Management and Selling skills as well as that of soft Skills and personal development. Overall, the instructor's thorough knowledge of the subject matter and materials covered, as well as the methods in which the topics were presented, made it even more appealing and enjoyable. Further, the group sessions were very helpful in applying the knowledge to real life situations. I would surely recommend Change Zone to those seeking not only improving their business knowledge, but also a positive change of attitudes and mentalities in our rapidly changing business environment.
<b>Suzan Halabi</b>	I advise everyone to participate in the soft skills program at changezone. It helps the person a lot in evaluating his life, set his goals and objectives, overcome his weaknesses and problems, heal the past and plan for a bright future.
<b>Bana Nsour</b>	I would like to share my experience at change zone I took my soft skills training course at change zone with the professional trainer Mr. Amen, this course was so beneficial that until now I am reaping the benefits of it in my life, I do recommend that you take the course, because it is not any course, it is a "life training" course and one may not learn soft skills in university or else where! Some of the concepts we practiced include: positive thinking, assertiveness, time management and knowing how to negotiate... and much more which we need in our daily life.

## More about

More about material, venue, location, program coaches on [www.changezone.com](http://www.changezone.com)

## Program Information

- **Timeframe**

**Probably you are saying...**

<b>Hours</b>	<b>50</b>	<p><b>How can a program cover all those topics within the hours? Does that mean the quality of the course is average or covers the objectives shallowly?</b></p> <p>Thank you for asking. Change Zone works in a very efficient way, reduces time and cost to suit you all. The program is very unique. For more information read about <a href="#">Change Zone's Blue Ocean Strategy</a> on <a href="http://www.changezone.com">www.changezone.com</a></p>
<b>Complete duration</b>	<b>12 weeks</b>	<p><b>Isn't the duration too long? What if I get an emergency occurs during the program, will I be able to continue?</b></p> <p>Thank you for asking. Yes we will cover it for you, we offer alternatives</p>
<b>Days</b>		<p><b>I might have work on this day? <a href="#">Read Time FAQ</a></b></p> <p>Thank you for asking. Please call us on 5 666 848 to find alternatives</p>

<b>Session Time and Duration</b>	6-9 PM 3 hours 2-3 breaks	Session duration is 3-4 hours, it seems hard and long, will we get tired or bored? <a href="#">Read Time FAQ</a>  Thank you for asking. The program is full of interaction, workshops, and interesting discussions. People are engaged and time passes quickly
<b>Start Date</b>	Kindly contact us	It is too long to finish it? What if I get an emergency during the program, will I be able to continue? <a href="#">Read Time FAQ</a>  Thank you for asking. Yes we will cover it for you, we offer alternatives
<b>Number of workshops</b>	14 workshops	The number of workshops is more than the number of weeks? <a href="#">Read Time FAQ</a> Thank you for asking. Every 4 weeks, we get one or more workshop during the last week (5 workshops per month)

○ **Price, Discounts and Installments**

Probably you are saying ....

<b>Price</b>	300 JD	The price is really affordable compared to prices I know in the market of other programs, why? Does it mean the quality is average?  Thank you for asking. Change Zone works in a very different way, which add to quality, reduces tie, and cost, to provide you with convenient offers and timing. For more information read about <a href="#">Change Zone's Blue Ocean Strategy</a> on <a href="http://www.changezone.com">www.changezone.com</a>
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<b>Discounts</b>	<b>5 %</b>	<b>How often do you offer discounts?</b> Thank you for asking. Special vacations, beginning of seasons
<b>Net Price</b>	<b>300 JD</b>	<b>Are there any hidden fees, added to the price?</b> Thank you for asking. No hidden fees, this is the full price
<b>Payments/installments</b>	<b>Six installments 50 JD/month</b>	<b>When is the installment due?</b> Thank you for asking. The beginning of each month.
<b>Money back guarantee</b>	<b>Available</b>	<b>How do you provide money back guarantee?</b> Thank you for asking. Full money back provided once the participants is committed in his attendance, asks for a follow up and raises issues early enough to take the corrective action needed.
<b>Payment conditional suspicion</b>	<b>Available</b>	Thank you for asking. We offer you an extension in case of emergent circumstances, please ask
<b>Extra conditional payment facilitation</b>	<b>Conditional</b>	Thank you for asking. You can further facilitate your payment if there is a justification.



## Free Seminar: Smart people make decisions based on facts, not assumptions

- **Why join us in the free seminar?**

The free seminar is your opportunity to:

- Ask and get direct and detailed answers about all the concerns and unclear issues.
- Verify that the program suites your needs.
- Make sure the program meet your expectations in terms of quality and outcome.
- See venue, material, and attendees and meet Change Zone team.
- Get a 5% discount for you and your friends.

- **Is it free of charge, no fees?**

Yes, absolutely!

- **Where is the seminar?**

Change Zone venue.

- **When will the seminar will be held?**

Please reserve your seat by calling us on 5 666 848

## Contact us: easily accessible

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