## January 2025 PRODUCT CATALOGUE Microlearning

## pinktum.com

# PINKTUM

## Leadership skills

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## **Business skills**

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## Why My Employee Praise Sometimes Backfires—and How to Get It Right



## Learning objectives

• Delivering specific, genuine, and personalized praise in a thoughtful and effective manner

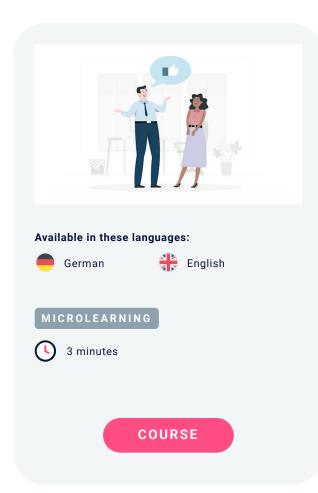
### **Target group**

Management

### **Matching Macrolearnings**



## I Find It Hard to Accept Praise from Others



### Learning objectives

· Learning to accept praise

Target group

Management

## Matching Macrolearnings

## Targeted Team Building with the Team Development Model



## Learning objectives

Identifying and choosing suitable team-building approaches

## **Target group**

Management

## **Matching Macrolearnings**

## I Fear I'll Lose My Composure in the Termination Meeting



## Learning objectives

• Dealing with your own emotions in a termination meeting

## Target group

Management

## **Matching Macrolearnings**

## I'm Not Sure How to Lead as a New Boss



#### Available in these languages:



## Learning objectives

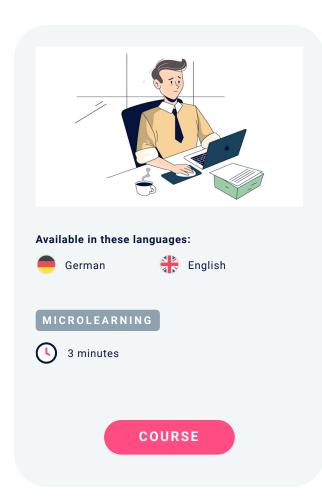
• Positioning yourself as a manager without changing your personality

### **Target group**

Management

### Matching Macrolearnings

## **My Team Member Has Lost Motivation**



## Learning objectives

 Motivating employees on the basis of McClelland's Needs Theory

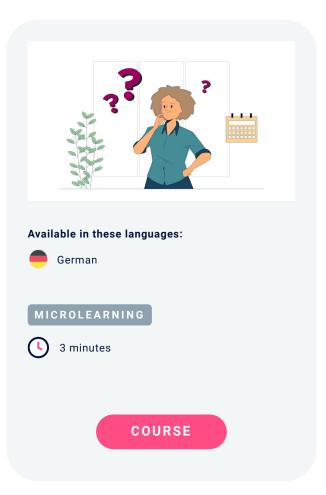
### Target group

Management

## Matching Macrolearnings



# My new team member is still helpless months later



## Learning objectives

· Support new team members with their induction

## Target group

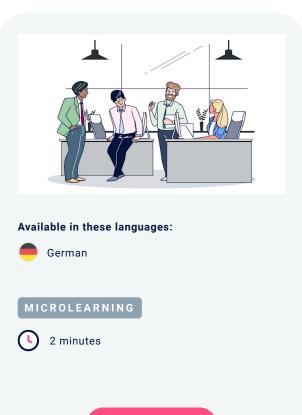
Executives

## Matching Macrolearnings

There are matching macrolearnings for this microlearning. You can find them here.

Get your free trial access here

## Onboarding does not end with the probationary period



#### COURSE

### Learning objectives

Integrate employees into the company even after the probationary period

### **Target group**

Managers

### **Matching Macrolearnings**



## Motivate Employees Individually With The Basic Motives



## Learning objectives

• You can exert a positive influence on employee motivation based on the basic motives

## **Target group**

Managers

## **Matching Macrolearnings**

## I Have a Feeling My Team Member Is Unhappy in the Company



## Learning objectives

• Discussing problems constructively and empathically with team members

### **Target group**

Management

### **Matching Macrolearnings**

There are matching macrolearnings for this microlearning. You can find them here. 16

## **Benefits Which Retain Employees**



## Learning objectives

• Knowing and offering helpful benefits

### **Target group**

Employees with or without management roles

### Matching Macrolearnings

## **An Onboarding Process Which Fosters Loyalty**



## Learning objectives

• Integrating employees in the company

## Target group

Management

## Matching Macrolearnings

Leadership skills > Basics of leadership

## **Giving Meaning to Tasks**



#### Available in these languages:



### Learning objectives

• Inspire employees with a real purpose

### Target group

Management

### Matching Macrolearnings

## I Doubt My Interviewee Is Being Honest



### Learning objectives

• Effectively managing the negative emotions of applicants, and evaluating them with empathy and appreciation

### Target group

Management

## Matching Macrolearnings

## When Delegating Tasks to My Employee Falls Short of Expected Results

Available in these languages: German English Spanish	
MICROLEARNING 3 minutes	
COURSE	

## Learning objectives

• Successfully delegating tasks to employees

### Target group

Management

### **Matching Macrolearnings**

## I Don't Want to Delegate Because I Prefer to Complete the Task Myself



## Learning objectives

• Delegating tasks-even when they are enjoyable

### **Target group**

Management

## **Matching Macrolearnings**

## My Candidate Doesn't Ask Questions About the Job or Company in the Interview



## Learning objectives

• Viewing applicants as potential candidates

## **Target group**

Management

## **Matching Macrolearnings**

There are matching macrolearnings for this microlearning. You can find them here.



COURSE

## I Find It Difficult to Implement Equal Treatment for My Employee's Individual Problems



## Learning objectives

• Treating employees fairly and respectfully while considering their individual needs

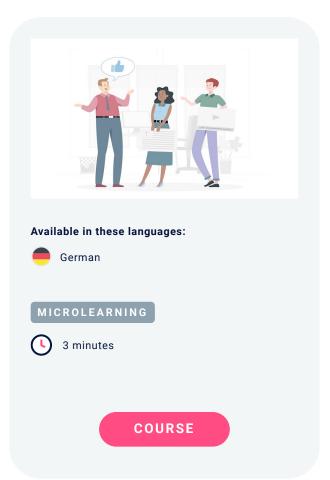
## **Target group**

Management

## **Matching Macrolearnings**

There are matching macrolearnings for this microlearning. You can find them here. 24

## **Promote Motivation with Praise**



### Learning objectives

• Praise correctly

Target group

Management

## Matching Macrolearnings

## Expanding the Self-Image with the Joahri Window



## Learning objectives

• Learn how to improve your self-esteem by using the Johari window.

### **Target group**

Employees with or without management roles

### **Matching Macrolearnings**

## A Team Member Wants a Promotion, But I Don't See the Potential



### Learning objectives

• React clearly and appreciatively to the team member's aspirations to move up in the company.

## **Target group**

Management

### **Matching Macrolearnings**

## One of My Team Members is Spreading Negativity



## Learning objectives

• Responding constructively when a team member spreads negative emotions

## **Target group**

Management

## **Matching Macrolearnings**

## **Holistic Goal Setting**



## Learning objectives

• Designing goal setting

Target group

Management

## Matching Macrolearnings

## My Team Member Thinks Our Company Goals Aren't Realistic



## Learning objectives

Communicate challenging business goals

## **Target group**

Management

## **Matching Macrolearnings**

## My More Experienced Employees Don't Take Me Seriously as a Young Manager



## Learning objectives

• Skillfully navigating relationships with older employees as a young manager

## **Target group**

Management

## **Matching Macrolearnings**

## Less Experienced Colleagues Don't Respect My Wealth of Experience



## MICROLEARNING 3 minutes

## COURSE

## Learning objectives

 Communicating appreciatively across age groups and receiving respect for your own performance/experience

## **Target group**

Employees with or without management roles

## **Matching Macrolearnings**





## Intergenerational Collaboration and How It Works



## Learning objectives

• Promoting cross-generational teamwork

## **Target group**

Employees with and without a management function

## **Matching Macrolearnings**



## Bridging Generational Gaps through Intergenerational Knowledge Exchange



## Learning objectives

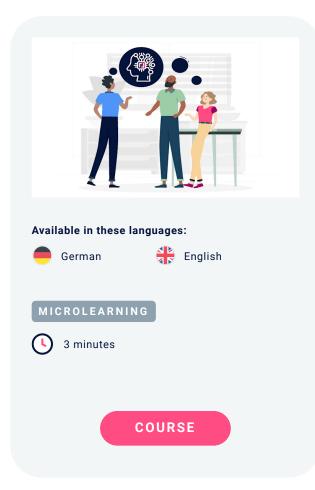
• Enable knowledge transfer within the team across generations

## Target group

Managers

## **Matching Macrolearnings**

## I Want to Increase AI Literacy in My Team



## Learning objectives

• Know ways to improve AI literacy in the team

## Target group

Executives

## Matching Macrolearnings

### My employees always get stressed as soon as I enter the room



#### Available in these languages:



#### Learning objectives

• Understanding how managers can have a positive influence on their employees' stress levels.

#### **Target group**

Managers

#### Matching Macrolearnings

## I give my employees a lot of room for manoeuvre, but they are still dissatisfied



#### Available in these languages:



#### Learning objectives

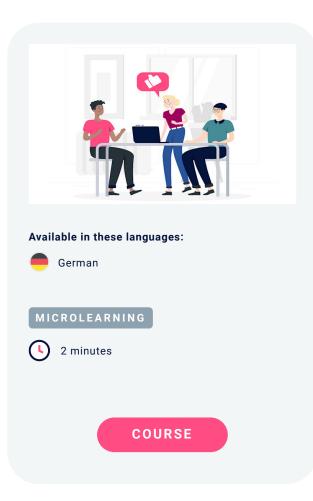
 Recognising how much room for manoeuvre your own employees need for their well-being and best performance

#### **Target group**

Managers

#### Matching Macrolearnings

## Greater employee well-being by avoiding gratification crises



#### Learning objectives

• Preventing or ending employee gratification crises

#### Target group

Managers

#### **Matching Macrolearnings**



## **Fostering Appreciation for Role Variations Within the Team**



### Learning objectives

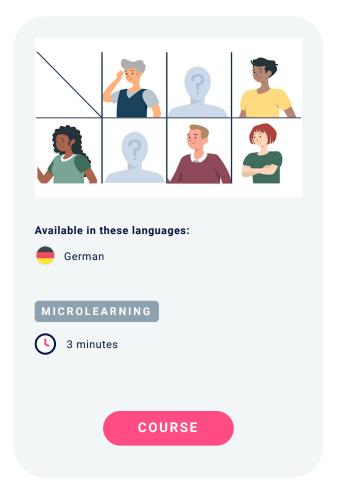
• Promoting open communication about role differences within the team

### **Target group**

Management

### **Matching Macrolearnings**

## **Embracing and Leveraging Team Roles**



#### Learning objectives

• Leveraging and harnessing the roles of your employees effectively

#### Target group

Management

#### Matching Macrolearnings

## A Team Member Undermines Team Performance with Frequent Mistakes



#### Learning objectives

• Addressing mistakes and avoiding them together in the future

#### **Target group**

Management

#### **Matching Macrolearnings**

## My employees find further training unnecessary



#### Available in these languages:



#### Learning objectives

• Being able to convey the importance of lifelong learning to the team through commitment and by acting as a role model.

#### **Target group**

Executives

#### **Matching Macrolearnings**

There are matching macrolearnings for this microlearning. You can find them here.

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# My employees don't manage to incorporate learning into their daily routine



Available in these languages:



#### Learning objectives

• Finding and adhering to learning times together with employees

#### **Target group**

Managers

#### **Matching Macrolearnings**

Leadership skills > Leading teams

## Working out Loud: Sharing knowledge between employees



#### Learning objectives

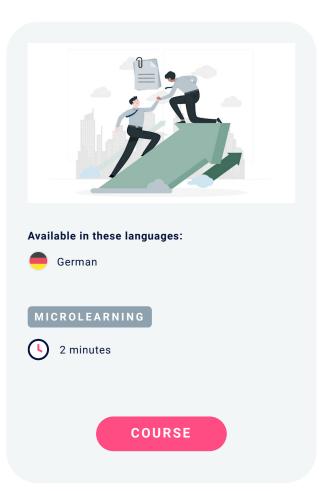
• Developing through exchange

#### Target group

Managers

#### **Matching Macrolearnings**

# Training employees in a targeted manner with learning plans



#### Learning objectives

• Creating learning plans together with employees and being able to check progress

#### **Target group**

Executives

#### **Matching Macrolearnings**

### **Strengthening Cohesion in Your Hybrid Team**



#### Learning objectives

• Strengthen connectedness and exchange in the hybrid M team

#### Target group

Management

### Matching Macrolearnings



## Building a Personal Connection with My Remote Team is Challenging



#### Learning objectives

• Building a bond with employees

#### Target group

Management

#### **Matching Macrolearnings**

## My Team Member's Resistance to Embracing Digital Advancements



#### Learning objectives

• Supporting employees during the introduction of digital innovations

#### **Target group**

Management

### **Matching Macrolearnings**

## I Have No Idea What My Team Member Actually Does in Home Office!



#### Learning objectives

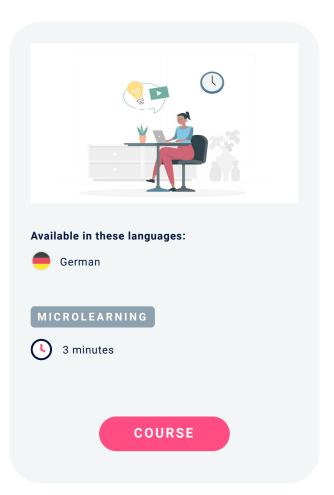
• Finding the right mix of autonomy and supervision when working with employees in the home office

#### **Target group**

Management

#### **Matching Macrolearnings**

## **Promoting Development for Home Office Employees**



#### Learning objectives

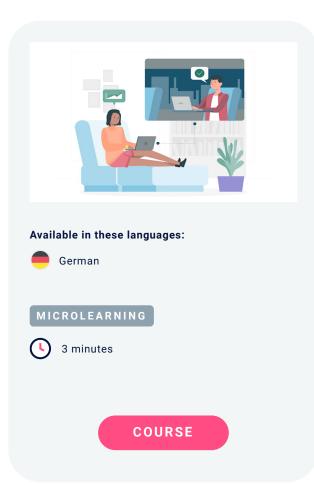
· Promoting development for home office employees

#### **Target group**

Management

#### **Matching Macrolearnings**

## Securing Results When Working Remotely Despite the Distance



#### Learning objectives

• Getting results when working over distance

#### Target group

Management

#### **Matching Macrolearnings**

## Hold Hybrid Meetings Inclusively and Without Disruption



#### Learning objectives

• Hold disruptive and inclusive meetings with hybrid teams

### **Target group**

Management

#### **Matching Macrolearnings**

## Navigating Employees' Irrational Fears in Times of Crisis



#### Learning objectives

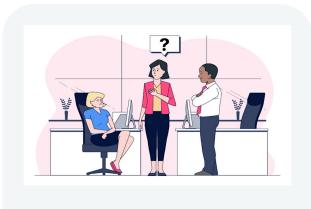
• Being able to react sensibly to employees' fears in times of crisis

#### **Target group**

Management

#### **Matching Macrolearnings**

## As a Leader, People Expect Me to Be Perfect



#### Available in these languages:



#### MICROLEARNING

2 minutes



#### Learning objectives

• Management

#### Target group

Fulfilling your leadership role well with transparency and self-confidence despite your own weaknesses

#### **Matching Macrolearnings**

## My Team Members Evaluate Their Skill Level Higher Than I Do



#### Learning objectives

• Showing gratitude and figuring out personalized solutions for your team

#### **Target group**

Management

#### **Matching Macrolearnings**

# Leading Employees through the Five Stages of Changing



#### Learning objectives

• Know the five phases of change processes and employee management tips for each phase

### **Target group**

Management

### **Matching Macrolearnings**

## I Realize That as a Manager I Can't Solve Everything



#### Learning objectives

• Reducing expectations of perfection and developing an authentic leadership style

#### **Target group**

Management

#### **Matching Macrolearnings**

There are matching macrolearnings for this microlearning. You can find them here.

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## Being a Female Manager: I Struggle with Being Taken Seriously by Male Colleagues



#### Learning objectives

• Strengthening your own self-confidence and ending disrespect in the team

#### **Target group**

Management (especially female management)

#### **Matching Macrolearnings**

## **Coaching–Conversations with Employees**



#### Learning objectives

Conduct coaching conversations with employees at eye level

#### Target group

Management

### **Matching Macrolearnings**

## **The GROW-Model**



#### Learning objectives

• Be able to apply the four phases of the GROW-Model

#### Target group

Management

#### Matching Macrolearnings



## My Team Member Is Feeling Lost and Worried about Recent Changes Affecting Their Status



#### Learning objectives

• Identifying and addressing formal and informal needs and fears to open employees up to change

#### **Target group**

Management

#### **Matching Macrolearnings**

# Challenges Faced When Asserting Myself in a Leadership Position



#### Learning objectives

• Appearing competent and assertive in a leadership position

### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**



# Striking a Balance Between Professional and Personal Levels as a Manager



#### Learning objectives

• Finding the right balance between professional and personal levels

#### **Target group**

Management

#### **Matching Macrolearnings**

## **Managing Conflicts as a Lateral Leader**



#### Learning objectives

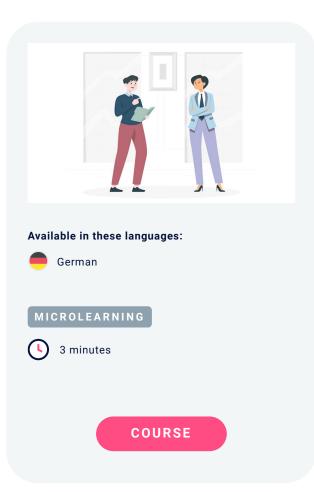
• Knowing and managing the different types of conflicts

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

## How Lateral Leadership Differs from Conventional Leadership



#### Learning objectives

• Understanding lateral leadership and starting the project with a clear vision

#### **Target group**

Management

#### **Matching Macrolearnings**

## **Practical Instruments for Lateral Leadership**



#### Learning objectives

· Identifying different lateral leadership instruments

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

# Leading Through Change Processes with the Four Rooms of Change



#### Learning objectives

• Learning leadership tips for each phase in the four rooms of change

### **Target group**

Management

### **Matching Macrolearnings**

## Weekly Planning Made Simple for Achieving Goals



### Learning objectives

• Managing your time with smart weekly planning

#### **Target group**

Employees with or without Management Roles

#### **Matching Macrolearnings**



## Struggling to Separate My Work in My Home Office from My Personal Life



#### Learning objectives

• Structuring work time in your home office

#### **Target group**

Employees with or without management roles

### **Matching Macrolearnings**

## **Dealing with Interruptions from My Children in Home Office**



#### Learning objectives

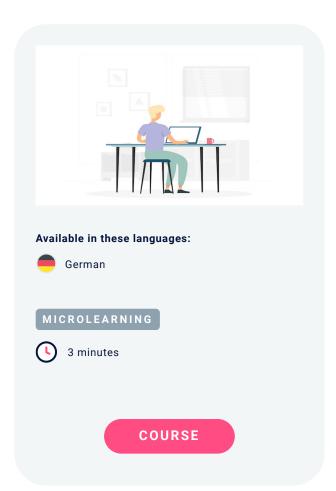
• Coordinating concentrated work phases in he home office with your family

### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

## **Monotasking: Full Concentration**



#### Learning objectives

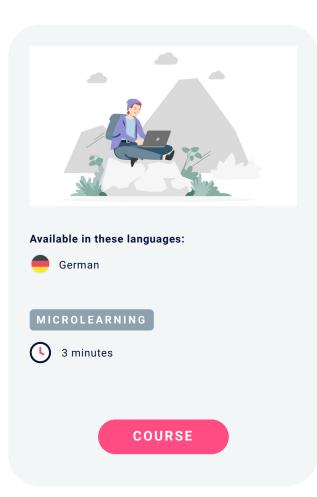
· Learning to work on a task in a concentrated manner

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings

# Work More Productively with the ALPEN Method



#### Learning objectives

• Know and apply the ALPEN method

#### Target group

Employees with or without management roles

#### Matching Macrolearnings

# **The SMART Method**



#### Learning objectives

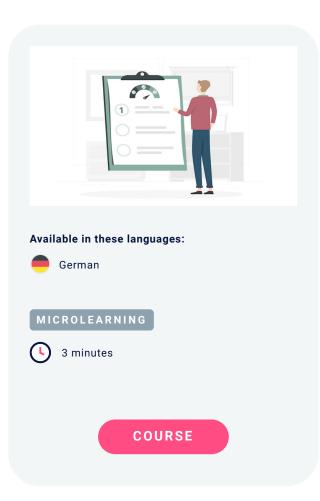
• Formulate goals according to the SMART logic

#### Target group

Employees with or without management responsibility

#### Matching Macrolearnings

### **Clever Prioritization with the Eisenhower Matrix**



#### Learning objectives

• Apply the Eisenhower safely

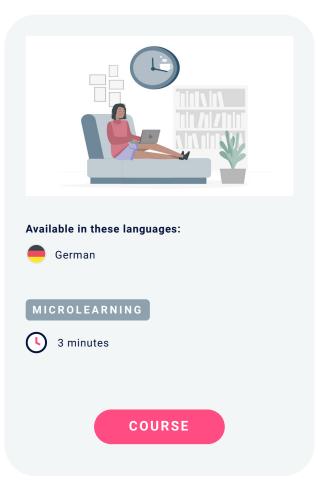
#### Target group

Employees with or without management roles

#### Matching Macrolearnings



# How to Structure Working Time in Your Home Office



#### Learning objectives

• Efficiently structure working time and clearly distinguish it from breaks and free time

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**



### Bringing Order to Your Mailbox Thanks to Inbox Zero



#### Learning objectives

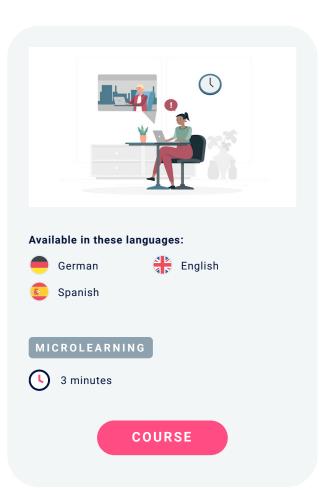
• Create order in the inbox

#### Target group

Employees with or without management roles

#### Matching Macrolearnings

# My Coworker Doesn't Respect My Boundaries and Is Constantly Pressuring Me



#### Learning objectives

• Defending personal boundaries with others

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

# I'm Struggling to Foster a Sustainable Mindset Within My Company



#### Learning objectives

 Consistently working on motivating employees and managers to embrace and conduct sustainable business practices

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

## **Others Are Always Telling Me What I Should Do**



#### Learning objectives

· Make decisions for yourself and not for others

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

# Before Making a Decision, I Am Often Afraid of a Negative Outcome



#### Learning objectives

• Making informed and balanced decisions

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

## I Struggle to See the Point in Mundane, Routine Tasks



#### Learning objectives

• Finding personal meaning in everyday tasks

#### **Target group**

Employees with or without Management Roles

#### **Matching Macrolearnings**



# My Work Responsibilities Are Exhausting Me



#### Learning objectives

• Assessing and taking on responsibilities with the 'Love it, change it, or leave it' approach

#### **Target group**

Employees with or without Management Roles

#### **Matching Macrolearnings**

# My Coworkers Annoy Me and Make Me Angry



#### Learning objectives

• Allowing yourself to internally acknowledge strong emotions like anger and pausing before reacting.

#### **Target group**

Employees with or without Management Roles

#### **Matching Macrolearnings**

### My Team Says the Project Is Done, but My Gut Tells Me Otherwise



#### Available in these languages:



#### Learning objectives

• Taking a moment to reflect before reacting

#### **Target group**

Employees with or without Management Roles

#### Matching Macrolearnings



# Finding Meaning in Your Work with the Golden Circle



#### Learning objectives

• Discovering a sense of purpose in your job and infusing your work with meaning

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

# I Never Find the Right Time to Start Implementing My Ideas



#### COURSE

#### Learning objectives

• Putting your own ideas into practice with concrete intentions

#### **Target group**

Employees with or without Management Roles

#### **Matching Macrolearnings**

# Achieve Goals More Reliably with Implementation Intentions



#### COURSE

#### Learning objectives

 Achieve Goals More Reliably with Implementation Intentions

#### **Target group**

Employees with or without Management Roles

#### **Matching Macrolearnings**



# Understanding action processes better with the Rubicon Model



#### Available in these languages:



#### Learning objectives

• Understanding action processes better with the Rubicon Model

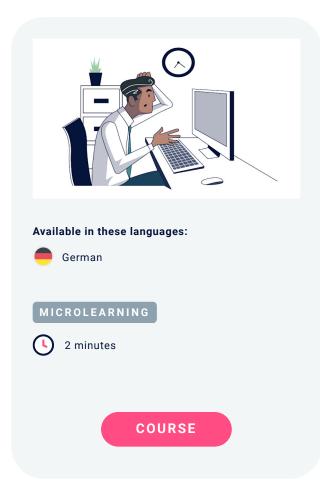
#### **Target group**

Employees with or without Management Roles

#### Matching Macrolearnings



### I Made a Wrong Decision



#### Learning objectives

• Growing from mistakes with the right mindset and thorough analysis

#### **Target group**

Employees with or without Management Roles

#### Matching Macrolearnings

Personal skills > Self-development

### **Strategic Decision-Making**



#### Learning objectives

• Making decisions strategically

#### Target group

Employees with or without Management Roles

#### Matching Macrolearnings

There are matching macrolearnings for this microlearning. You can find them here.

COURSE

# Finding a Start in the Learning Process is Challenging



#### Learning objectives

 Motivating yourself for learning and personal development

#### **Target group**

Employees with and without a management function

#### **Matching Macrolearnings**



# I'm Overly Emotionally Invested in My Work



#### Learning objectives

• Regulating emotional involvement in the workplace

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

# Others Seem So Confident and Strong—I Struggle to Measure Up



#### Learning objectives

 Handling weaknesses and uncertainties constructively

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**



### Tackling the Fear of Acknowledging What I Don't Know



#### COURSE

#### Learning objectives

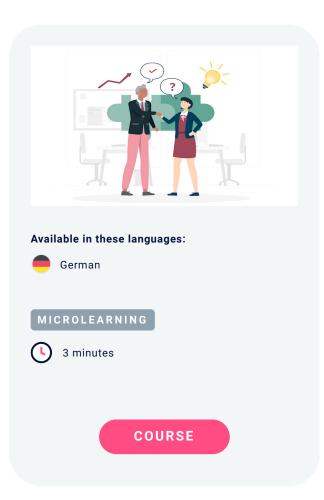
 Confidently and constructively identifying gaps in knowledge and making suggestions for eliminating them.

#### **Target group**

Employees with or without Management Roles

#### Matching Macrolearnings

# Persuading My Manager to Authorize Further Development



#### Learning objectives

• Convincing your manager of your development goals

#### **Target group**

Employees with or without Management Roles

#### **Matching Macrolearnings**



# **Navigating VUCA with Flexibility**



#### Learning objectives

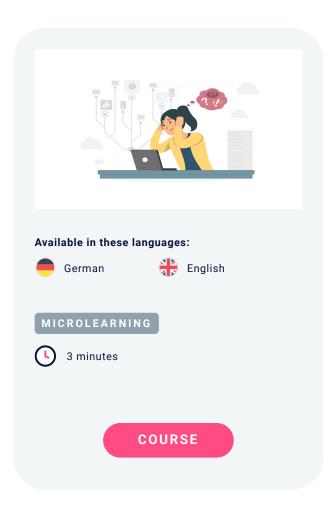
• Managing the challenges of the VUCA world through self-efficacy

#### **Target group**

Employees with or without Management Roles

#### Matching Macrolearnings

# I Am Afraid That AI Will Replace My Job



#### Learning objectives

• Overcoming your fear of AI and being able to use it for your own benefit

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings

# I Just Don't Understand AI



#### Learning objectives

• Tackling the topic of AI with confidence and no reservations

#### **Target group**

Employees with or without Management Roles

#### Matching Macrolearnings

# Memorise things more easily with the loci method



#### Learning objectives

• Know and be able to apply the loci method

#### **Target group**

Employees with and without a management function

#### **Matching Macrolearnings**



# Comprehensive reading with the SQ3R method



#### Learning objectives

• Know and be able to apply the SQ3R method

#### **Target group**

Employees with and without a management function

#### Matching Macrolearnings

# What Is Generative AI and How Is It Used?



#### Learning objectives

 Acquiring a basic knowledge of the function and use of generative AI

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings

# I Am Worried About a Colleague, But They Say Everything Is Fine



#### Learning objectives

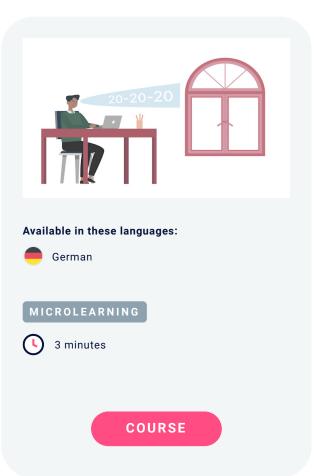
 Addressing colleagues' concerns and excessive demands in an appreciative, empathetic and confidential manner

#### **Target group**

Employees with or without Management Roles

#### **Matching Macrolearnings**

# **Keep Your Eyes Healthy with the 20-20-20 Rule**



#### Learning objectives

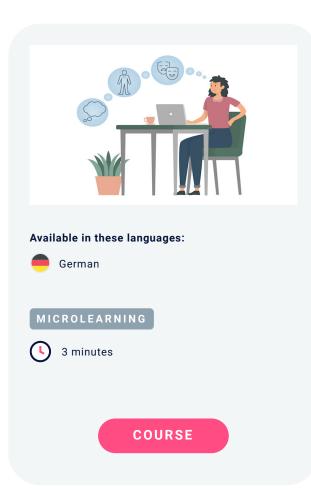
• Learning about the 20-20-20 rule and applying it to your daily work

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

## Calmly Navigate Everyday Life through Mindfulness



#### Learning objectives

• Being mindful in everyday work

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

## Acting More Consciously with the Three-Pillar Model of Sustainability



#### Learning objectives

• Acting more sustainably in your everyday work

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**



## Practicing Sustainability in the Company—with CSR



#### Learning objectives

 Commit to a sustainable and mindful everyday working life

#### **Target group**

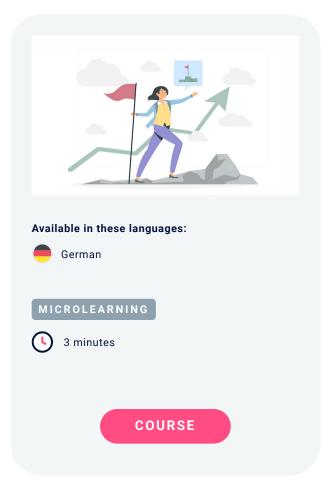
Employees with or without management roles

#### **Matching Macrolearnings**

There are matching macrolearnings for this microlearning. You can find them here. 106

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# **Staying Self-Motivated**



#### Learning objectives

• Completing tasks that are difficult with motivation, goals and a plan

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings

# Connecting Tasks and Interests with Job Crafting



### Learning objectives

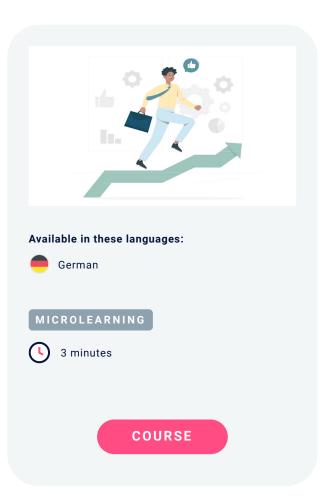
• Designing your own work with job crafting

### Target group

Employees with or without management roles

### **Matching Macrolearnings**

# Using Signature Strengths for Professional Development



#### Learning objectives

• Getting to know one's own signature strengths and consciously using them in everyday working life

### **Target group**

Employees with or without management roles

### **Matching Macrolearnings**

#### Personal skills > Self-development

### **Passion at Work**



#### Learning objectives

· Making the best use of one's own talents and abilities

#### Target group

Employees with or without management roles

#### Matching Macrolearnings

### **Customer Conversations Can Sometimes Get Emotional**



#### Learning objectives

• Understanding tools for de-escalating emotional customer conversations.

#### **Target group**

Employees with or without Management Roles

#### **Matching Macrolearnings**

There are matching macrolearnings for this microlearning. You can find them here.

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## I Can't Make Any Sense of My Customer's Behavior



#### Learning objectives

• Gaining insight into the reasons behind seemingly irrational client behavior through a shift in perspective

#### **Target group**

Employees with or without Management Roles

#### Matching Macrolearnings

# **Identifying Needs Using the GVZ Method**



#### Available in these languages:



#### MICROLEARNING

3 minutes

COURSE

#### Learning objectives

• Using the GVZ method for effectively identifying customer needs.

#### **Target group**

Employees with or without Management Roles

#### Matching Macrolearnings

# I Don't Know What My Customers Really Want



#### Available in these languages:



#### Learning objectives

· Finding out what really motivates your customer

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings

# Determining Customer Hierarchy for Decision-Making Can Be Tough



### Learning objectives

• Find out the decision-making structure of customers through targeted questions

### **Target group**

Employees with or without management roles

### **Matching Macrolearnings**

# My Customers Are Sidetracking Me with Unreasonable Discount Requests





#### Learning objectives

• Using the four steps to respond to unreasonable discount requests

### **Target group**

Employees with or without management roles

### **Matching Macrolearnings**



# **Buyer's Remorse: My Customers Are Backing Out of the Deal**



#### Learning objectives

• Preventing buyer's remorse after a successful sales call

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**



# I Have to Explain a Price Adjustment to My Customers



### Learning objectives

 Know how to argue and act towards your customers when adjusting prices in order not to lose them to the competition.

### **Target group**

Employees with and without management function

### **Matching Macrolearnings**

There are matching macrolearnings for this microlearning. You can find them here.



COURSE

# **Needs Assessment: My Customers Do Not Disclose All Their Information**



3 minutes

### Learning objectives

• Gathering all relevant information from your customers when assessing their needs

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

There are matching macrolearnings for this microlearning. You can find them here.

COURSE

# I'm Not Advising My Customers Solution-Oriented Enough Yet



#### Learning objectives

• Offering customers comprehensive solutions

#### Target group

Employees with or without management roles

#### Matching Macrolearnings



# Sales Pitch: I Don't Want To Take My Customers by Surprise



### Learning objectives

• Transitioning into the sales conversation successfully

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**



# I'm Uncomfortable Networking at Events



#### Learning objectives

• Knowing the mindset, body language and content that will win you points at networking events

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings

# **Cold Calling Makes Me Uncomfortable**



#### Learning objectives

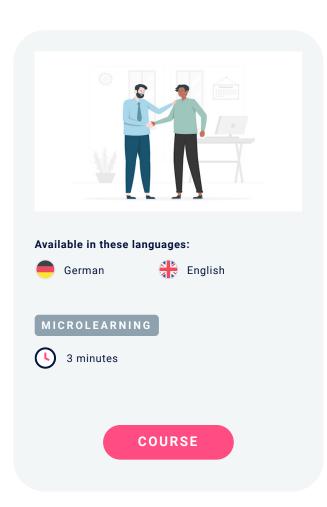
• Overcoming your inner cold-calling hurdles

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings

# I Don't Want To Pressure My Customers



### Learning objectives

• Learning to make purchasing decisions successfully and in a customer-oriented manner

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

# My Customers Find Our Product Too Expensive



#### Learning objectives

Addressing the "product too expensive" objection
constructively

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**



### **Even Good Arguments Don't Convince My Cus**tomers



#### Learning objectives

• Convince customers of the valuable personal benefits of a product or service

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

# Help! I Don't Come-Off as Personable



#### Learning objectives

· Learning how to be more personable with customers

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings

# I Want To Deepen My Customer Relationships Without Being Annoying



#### Learning objectives

 Showing appreciation to your customers with personal gestures

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

There are matching macrolearnings for this microlearning. You can find them here.

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### My employees do not cross-sell



#### Learning objectives

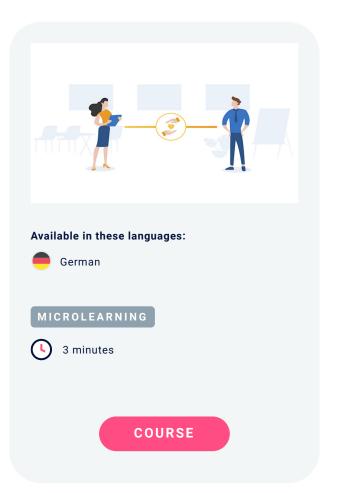
• Understand why employees are not actively cross-selling and support them in doing so.

#### Target group

Management

#### Matching Macrolearnings

# Tips for Building Relationships in the Workplace



### Learning objectives

• Establishing a good relationship with customers

### **Target group**

Employees with or without management roles

### **Matching Macrolearnings**



# **Recognize and Capitalize on Networking Opportunities**



#### Learning objectives

• Identifying sales entry points

#### Target group

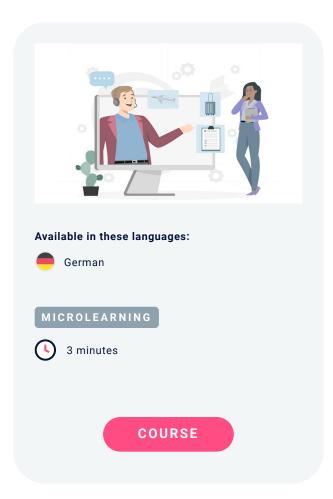
Employees with or without management roles

#### Matching Macrolearnings

There are matching macrolearnings for this microlearning. You can find them here.

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### **Improve and Deepen Customer Relationships**



#### Learning objectives

• Developing sustainable relationships with customers

#### **Target group**

Employees with or without management roles

### Matching Macrolearnings

# **Arguing Benefits with the Five Step Technique**



#### Learning objectives

• Knowing the 5-step technique and being able to use it in everyday counseling

### **Target group**

Employees with or without management roles

### **Matching Macrolearnings**

# Responding Adequately to a "No" From Customers: "No" is Not Just "No"



#### Learning objectives

• Responding constructively to customer objections

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings



# **Countering Objections with the Acknowledgment Method**



#### Learning objectives

 Understand, accept and be able to refute objections using the Acknowledgement Method

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

### **Practice Netiquette and Have a Good Online Presence**



#### Learning objectives

• Understanding netiquette rules and taking them into account in everyday life

### **Target group**

Employees with or without management roles

### **Matching Macrolearnings**

#### Business skills > Negotiating

### **The Harvard Concept**



#### Learning objectives

• Be able to apply the four principles of the Harvard concept

#### Target group

Employees with and without management function

#### Matching Macrolearnings

# Catching listeners with varied knowledge transfer



### Learning objectives

• Conveying knowledge in a varied and exciting way

#### **Target group**

Employees with and without a management function

#### **Matching Macrolearnings**

There are matching macrolearnings for this microlearning. You can find them here. 138

# Anchoring Knowledge through Sustainable Learning Methods



#### Learning objectives

• Anchoring knowledge sustainably

#### **Target group**

Employees with and without Management Roles

#### **Matching Macrolearnings**



# Actively involve participants in online training courses



#### COURSE

#### Learning objectives

• Be able to successfully involve participants in online training courses

#### **Target group**

Employees with and without a management function

#### Matching Macrolearnings

There are matching macrolearnings for this microlearning. You can find them here. 140

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# **Effectively Conveying Knowledge Online**



#### Available in these languages:



#### Learning objectives

• Being able to successfully impart knowledge online

#### **Target group**

Employees with or without Management Roles

### Matching Macrolearnings

# **Dealing with Challenging Training Participants**



### Learning objectives

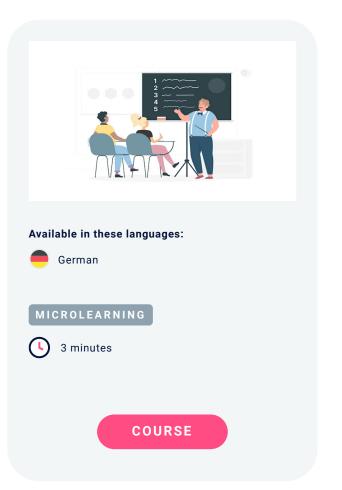
• Knowing the five types of challenging trainees and how to deal with them.

#### **Target group**

Employees with or without management roles

### **Matching Macrolearnings**

# **Guiding Participants Through the Five Phases** of a Training



#### Learning objectives

• Understanding the appropriate actions to take for each of the five typical phases of a training session

#### **Target group**

Employees with or without management roles

### **Matching Macrolearnings**

# I would like to convince the management to invest more in process management



2 minutes

### COURSE

## Learning objectives

 Being able to argue the advantages of process management

# **Target group**

Employees with and without a management function

## Matching Macrolearnings



# **Clarify responsibilities in the team with the RACI matrix**



# Learning objectives

• Use the RACI matrix to harmonise responsibilities within the team

# **Target group**

Employees with and without a management function

# **Matching Macrolearnings**

# **Analyzing and Managing Stakeholders**



# Learning objectives

 Analyzing and managing stakeholders within classic project management

# **Target group**

Employees with or without Management Roles

# Matching Macrolearnings

# Identifying and Managing Risks in Project Management



# Learning objectives

Recognizing risks in classic project management and taking countermeasures

# **Target group**

Employees with or without Management Roles

# **Matching Macrolearnings**

# **Distinguishing a Project from a Task**



## Learning objectives

· Identifying a project as such

## **Target group**

Employees with or without Management Roles

# Matching Macrolearnings

# Four Success Factors for Classic Project Management



# Learning objectives

• Getting to know and internalizing the four success factors for successful project planning and implementation

# **Target group**

Employees with or without Management Roles

# **Matching Macrolearnings**

There are matching macrolearnings for this microlearning. You can find them here. 149

# I Don't Do a Good Job of Involving Everyone in Meetings



# Learning objectives

· Engaging participants effectively in online meetings

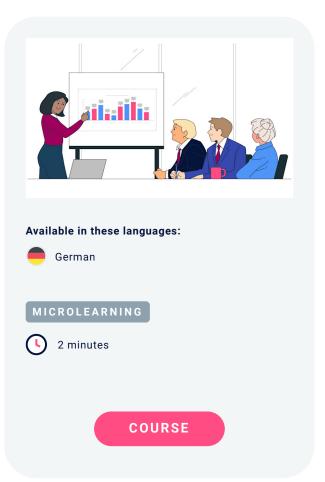
## **Target group**

Employees with or without Management Roles

## Matching Macrolearnings

There are matching macrolearnings for this microlearning. You can find them here. 150

# Wow Your Audience with Organized and Prepared Presentations



# Learning objectives

• Organizing your presentation for maximum impact

## **Target group**

Employees with or without Management Roles

## Matching Macrolearnings



# **The Basic Elements of a Presentation**



# Learning objectives

• Learn how to structure the introduction, main body and conclusion of a presentation.

# **Target group**

Employees with or without management roles

# Matching Macrolearnings

There are matching macrolearnings for this microlearning. You can find them here.

COURSE

# Plan Ahead and You'll Present More Relaxed



#### Available in these languages:



## Learning objectives

 Know how to take the stress out of presentations by planning time, place, seating arrangements, and technology

## **Target group**

Employees with or without management roles

### Matching Macrolearnings

# **Present Better with the Four 'Presentation Zen' Tips**



# Learning objectives

 Knowing and being able to apply the four "Presentation Zen" tips: simplify more, have a solid structure, remove the nonessential, and show and do the unexpected

# **Target group**

Employees with or without management roles

# **Matching Macrolearnings**

# I Need to Be Persuading, but I'm a Reserved Person



# Learning objectives

• Conveying authenticity, confidence, and storytelling in presentations

# **Target group**

Employees with or without Management Roles

# **Matching Macrolearnings**



# I Have To Give a Presentation and I'm Very Nervous



# Learning objectives

• Transform your anxiety into positive energy before presentations

# **Target group**

Employees with or without management roles

## **Matching Macrolearnings**

# **Be Confident Online**



# Learning objectives

· Being confident online and wowing the audience

## **Target group**

Employees with or without management roles

## Matching Macrolearnings

# **Engage Participants in Online Meetings**



# Learning objectives

• Effectively engage participants in online meetings

## **Target group**

Employees with or without management roles

# Matching Macrolearnings

# **Conducting Online Meetings Successfully**



#### Available in these languages:



# Learning objectives

• Successfully prepare, conduct and follow up online meetings

## **Target group**

Employees with or without management roles

### Matching Macrolearnings

# The Values of the Agile Manifesto



#### Available in these languages:



#### MICROLEARNING

2 minutes



## Learning objectives

• Working in an agile, flexible, and customer-oriented manner

## **Target group**

Employees with or without Management Roles

## Matching Macrolearnings

# **Encouraging Creativity Using the Walt Disney Method**



# Learning objectives

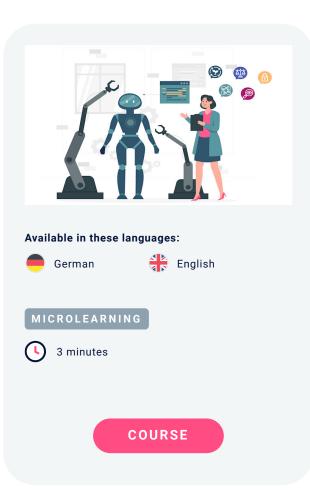
• Develop creative ideas and look at them from different angles

# **Target group**

Employees with or without management roles

# **Matching Macrolearnings**

# Responsible AI: Künstliche Intelligenz verantwortungsvoll nutzen



# Learning objectives

 Ziele und Herausforderungen von Responsible Al kennen

# **Target group**

Mitarbeitende mit und ohne Führungsfunktion

# **Matching Macrolearnings**



# Mastering the Challenges of Artificial Intelligence with Responsible AI



## Learning objectives

 Knowing industry-specific challenges posed by AI and their solutions using Responsible AI

## **Target group**

Employees with and without Management Roles

# **Matching Macrolearnings**



# Analogue methods of testing: card sorting and pre-mortem



# Learning objectives

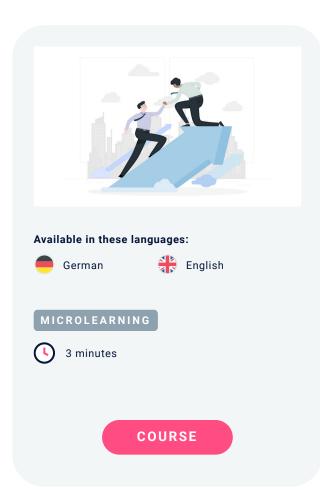
• Carry out preliminary tests to develop new products and services cost-effectively and in line with demand

# **Target group**

Employees with and without a management function

# **Matching Macrolearnings**

# Making Success Measurable with Key Results



# Learning objectives

• Adequately formulate key results

# Target group

Management

# **Matching Macrolearnings**

# Enhancing Your Performance with the OKR Method



# Learning objectives

• Knowing and being able to use the OKR method

# **Target group**

Employees with or without management roles

# **Matching Macrolearnings**



# Getting to the bottom of problems with the 5 Why method



# Learning objectives

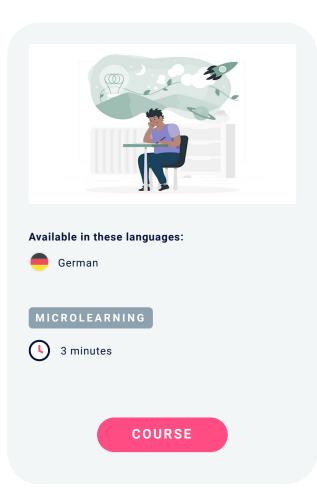
• Being able to analyze the causes of problems with the 5 Why method

# **Target group**

Employees with and without a management function

# **Matching Macrolearnings**

# How your team prepares for the design thinking process



# Learning objectives

• Creating ideal conditions for the design thinking process

# **Target group**

Employees with and without a management function

# **Matching Macrolearnings**

# **Planning Poker: Estimating Tasks Realistically**



#### Available in these languages:



# Learning objectives

 Realistically estimate time and effort of tasks or projects together

## **Target group**

Employees with and without management role

## Matching Macrolearnings

# **Creating Personas**



# Learning objectives

Adopting the perspective of customers

## **Target group**

Employees with and without management function

## Matching Macrolearnings

# **Retrospective Meetings**



# Learning objectives

 Improving processes and collaboration through regular retrospective meetings

## **Target group**

Employees with and without management roles

# Matching Macrolearnings

# What Is Agile Management?



# Learning objectives

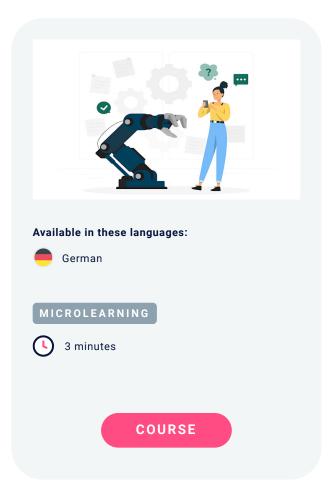
• Understanding the connection between globalization, digitalization, and agility

# **Target group**

Employees with or without Management Roles

# **Matching Macrolearnings**

# **Golden Rules for Prototyping**



# Learning objectives

• Understanding and embracing the golden rules for handling both prototypes and participants

# **Target group**

Employees with or without management roles

# Matching Macrolearnings

Business skills > Agility & Innovation

# How Do You Start Prototyping?



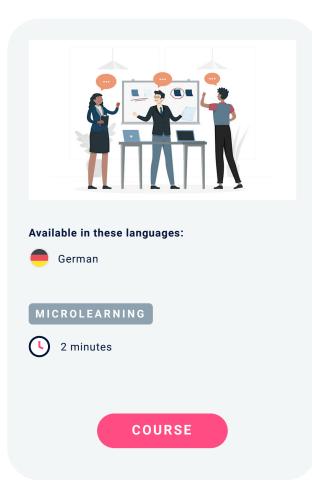
# Learning objectives

• Create conditions for prototyping and testing

## **Target group**

# Matching Macrolearnings

# Use Daily Stand-Up Meetings for Task Visibility



# Learning objectives

• Using stand-up meetings in agile collaboration

# **Target group**

Employees with or without management roles

# **Matching Macrolearnings**

# **Customer Focus Works-First Steps**



# Learning objectives

 Always align your own actions with the needs and wishes of your customers in order to be successful

# **Target group**

Employees with or without management roles

# Matching Macrolearnings

# **Collaborate Effectively in the Scrum Team**



# Learning objectives

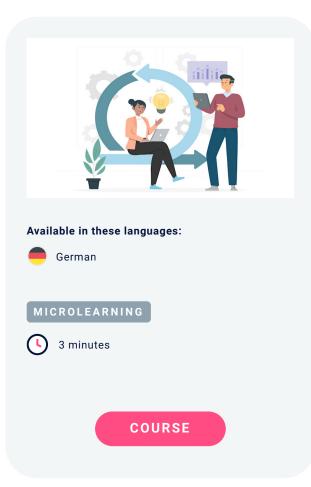
• Learning and being able to assign the three scrum roles

# **Target group**

Employees with or without management roles

# **Matching Macrolearnings**

# Effectively Manage Everyday Work with Agile Tools



# Learning objectives

• Knowing individual marketing measures and being able to use them effectively

# **Target group**

Employees with or without management roles

# **Matching Macrolearnings**

# Dare and Master the VUCA World



# Learning objectives

 Actively and successfully dealing with changes in the VUCA world

## **Target group**

Employees with or without management roles

# Matching Macrolearnings

## Work Innovatively and Effectively with Scrum



#### Learning objectives

• Learning and being able to classify the most important scrum terms

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

### **Team Culture Workshop**



#### Learning objectives

• Hold a team culture workshop and create a basis for good and effective teamwork

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings

### **The 9 Agile Values**



#### Learning objectives

• Understand and internalize the nine agile values

#### **Target group**

Employees with and without management function

#### Matching Macrolearnings

### **Big Data—A Short Review**



#### Learning objectives

• Understand the fundamentals of Big Data, Cloud Computing and Artificial Intelligence.

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings

### **Protect Personal Data**



#### Learning objectives

• Be able to manage privacy settings independently

#### Target group

Employees with or without management roles

#### Matching Macrolearnings

# Acting innovatively and customer-oriented with Design Thinking



#### COURSE

#### Learning objectives

 Develop products that meet the needs of our customers

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings

### **Visualize Processes with Kanban**





#### Learning objectives

• Visualize team work steps with Kanban

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings

# Use Line Balancing to Streamline the Value Stream



#### Learning objectives

• Learn to use line balancing to streamline the value stream of your production line

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**



### Finding Root Causes with the Ishikawa Diagram



#### Learning objectives

• Understand how to use the Ishikawa diagram to visualize the factors that influence failure and assess their importance.

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

### **Seven Types of Waste**





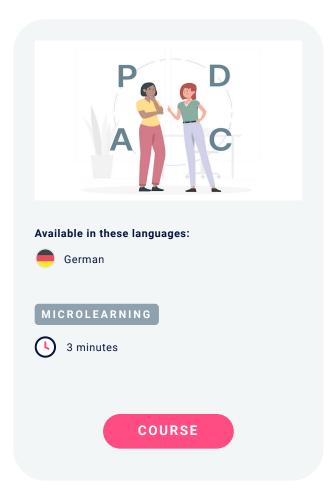
#### Learning objectives

• Know the seven types of waste and countermeasures Management to them

#### Target group

Matching Macrolearnings

### **Continuous Improvement with the PDCA Cycle**



#### Learning objectives

Know and be able to apply the four phases of the PDCA cycle

#### Target group

Management

#### Matching Macrolearnings

There are matching macrolearnings for this microlearning. You can find them here. 190

#### Business skills > Strategy

### **The Decision-Making Process**



#### Learning objectives

• Making decisions with confidence

#### **Target group**

Employees with or without Management Roles

#### Matching Macrolearnings

### Using Active Listening to Understand the Interlocutor



#### Learning objectives

• Practicing and perfecting six key techniques of active listening

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

## Optimize Your Communication with Questioning Techniques



#### Learning objectives

• Improve your own dialogue skills

#### **Target group**

Employees with and without a management function

### **Matching Macrolearnings**

### **Nonviolent Communcation**



#### Learning objectives

 Integrating the four steps of nonconfrontational communication into practice

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings

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### Paul Watzlawick's Five Axioms of Communication



#### Available in these languages:



#### Learning objectives

• Understanding Watzlawick's five axioms of communication

#### **Target group**

Employees with or without Management Roles

#### Matching Macrolearnings



# Leading conversations to the goal with appropriate questions



#### Available in these languages:



#### Learning objectives

• Formulate and use open and closed questions in a targeted manner

#### **Target group**

Employees with and without a management function

#### Matching Macrolearnings



# The Eight Basic Communication Styles from Schulz von Thun



### Learning objectives

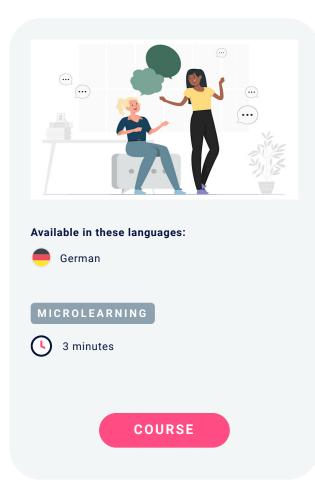
 Acquiring the ability to recognize the eight communication styles

#### **Target group**

Employees with or without Management Roles

### **Matching Macrolearnings**

## **Developing Your Own Communication Styles**



#### Learning objectives

• Improving your communication behavior

#### **Target group**

Employees with or without Management Roles

#### **Matching Macrolearnings**

## I Want to Deliver Unpleasant News with Sensitivity



#### Learning objectives

• Being able to deliver unpleasant messages to employees with sensitivity

#### **Target group**

Employees with or without Management Roles

#### **Matching Macrolearnings**

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### I'm Afraid to Ask Because I Think My Counterpart Doesn't Have Time



#### Learning objectives

 Asking questions promptly and in a solution-oriented manner

#### **Target group**

Employees with or without Management Roles

#### **Matching Macrolearnings**



### My Counterpart Is Rambling, and I Don't Know How to Interrupt



#### Learning objectives

• Using verbal and non-verbal techniques to constructively steer or end conversations

#### **Target group**

Employees with or without Management Roles

#### **Matching Macrolearnings**

## I, as a Trainer, Receive Little Response from My Participants



#### Learning objectives

 Resolving passive behavior of participants through openness and communication

#### **Target group**

Employees with or without management roles

### **Matching Macrolearnings**

### I Can't Concentrate on the Conversation, but Don't Want to Seem Rude



#### Learning objectives

• Ending conversations politely and appreciatively

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

## The Dilemma of Not Understanding Important Information and Feeling Uncomfortable Ask-



#### Learning objectives

• Preventing misunderstandings by asking specific, intelligent questions

#### **Target group**

Employees with or without management roles

### **Matching Macrolearnings**

### My Employees Lack the Time to Make Good Use of E-training Courses



#### Available in these languages:



#### Learning objectives

Motivating employees to participate in e-training courses

#### **Target group**

Management

#### Matching Macrolearnings

### Successfully Communicating with the Iceberg Model



#### Learning objectives

• Understanding the iceberg model and using it for successful communication

#### **Target group**

Employees with or without management roles

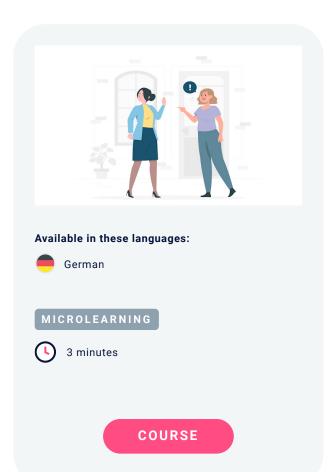
#### **Matching Macrolearnings**

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### **Deflect Verbal Attacks with the 4-1-Method**



#### Learning objectives

 Use the four possible counter techniques of the 4-I method appropriately and unerringly

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

### **Tracking Down Good Stories**



#### Learning objectives

• Finding good stories in your own company and using them in conversations and presentations

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings

### **Captivate Listeners with the Hero's Journey**



#### Learning objectives

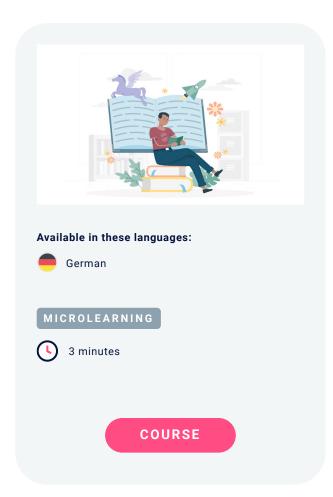
• Knowing and being able to use the concept of the Hero's Journey

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

## **Telling Compelling Stories with Storytelling**



#### Learning objectives

• Using storytelling to tell compelling stories

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

# **Expressing and Addressing Emotions with the Verbalization Technique**



#### Learning objectives

• Knowing and using the verbalization technique

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

### I Want To Be Firm on Issues While Showing Kindness to Coworkers



#### Learning objectives

• Communicating clearly and appreciatively

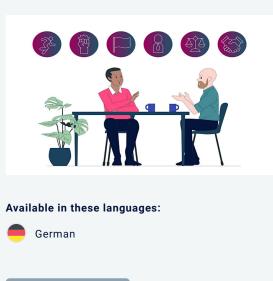
#### Target group

Employees with or without management roles

#### Matching Macrolearnings



## Use typical conflict resolution strategies constructively



#### MICROLEARNING

3 minutes

#### COURSE

#### Learning objectives

 Know different strategies for conflict resolution in professional life and be able to use them constructively

#### **Target group**

Employees with and without a management function

#### **Matching Macrolearnings**

### I Always Back Down When There Is a Conflict



#### Learning objectives

· Be able to actively address conflicts

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

### My Coworker Turns Aggressive in Conflict Situations



#### Learning objectives

• Steering heated conflicts towards a constructive solution

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

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## **Giving Effective Feedback**



#### Learning objectives

• Expressing feedback appreciatively and respectfully

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings

## **Cultural Differences in the Team Are Bothering Me and Impacting Our Collaboration**



#### Available in these languages:



#### Learning objectives

• Finding a constructive way of dealing with cultural differences

#### **Target group**

Employees with or without Management Roles

#### Matching Macrolearnings

## My Colleague Takes Feedback Personally



#### Learning objectives

 Confront negativity after feedback and strengthen a positive feedback culture

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings

## My Coworker Doesn't Take Feedback Seriously



#### Available in these languages:



#### Learning objectives

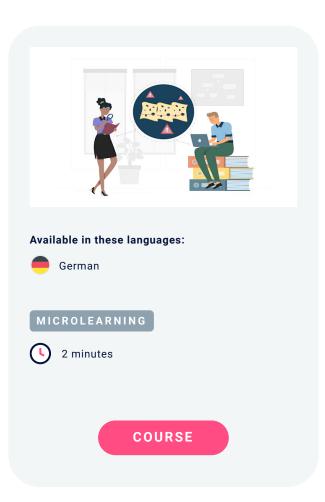
• Address the impression that feedback is not taken seriously and find countermeasures

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings

# Eliminating Errors at the Root Sustainably with the Swiss Cheese Model



#### Learning objectives

• Understanding the Swiss Cheese Model and being able to analyze the causes of errors

#### **Target group**

Employees with or without management roles

#### **Matching Macrolearnings**

# **Staying Visible in Your Home Office**



#### Available in these languages:



#### Learning objectives

• Becoming visible in your hybrid team and finding a healthy balance in hybrid work

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings

# **Rules of the Game for Hybrid Collaboration**



### Learning objectives

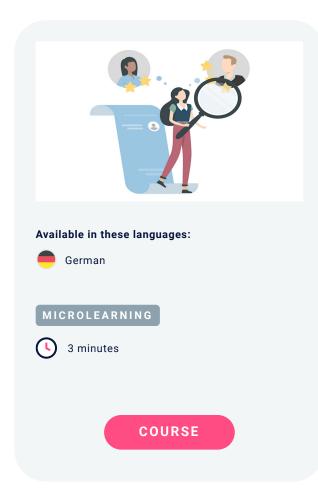
• Improving hybrid collaboration with consistent rules

#### **Target group**

Employees with or without management roles

### **Matching Macrolearnings**

## **Overcoming Prejudice**



### Learning objectives

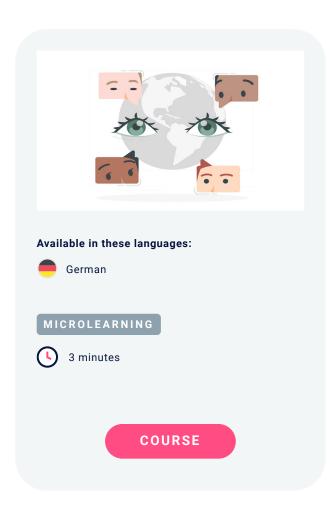
• Being able to question one's own prejudices

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings

## **Recognizing and Avoiding Biases**



### Learning objectives

• Knowing and being able to recognize different biases

#### **Target group**

Employees with or without management roles

#### Matching Macrolearnings

## **Developing Good Ideas with the Brainstorming Method**



## Learning objectives

• Be able to use the brainstorming method correctly

### **Target group**

Employees with or without management roles

### **Matching Macrolearnings**

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