

Five frogs are sitting on a log. Four decide to jump off. How many are left?
Answer: five.
Why?

Because there's a difference between deciding and doing.



danychakhtoura
Executive Coaching & Leadership Consultancy

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LEADERS ARE MASTERFUL IMPRESSION MANAGERS

EDUCATION

Sept 2007 - Aug 2013

University of Phoenix, Arizona, United States of America
Doctorate of Management in Organizational Leadership

April 2004 - April 2006

University of Leicester, Leicester City, United Kingdom
Masters of Arts in Mass Communication
(Ethnographic Research: Representation of Children in Fast Food ads in the United Arab of Emirates).

Oct 1998 - July 02

Notre Dame University "NDU" Zouk Mosbeh, Lebanon
Bachelor of Arts in Advertising and Marketing

WORK EXPERIENCE

Nov 10 - Present

Dany Chakhtoura for Leadership and Management Consultancy, Dubai / Abu Dhabi, United Arab of Emirates.

May 10 – Nov 10

Corporate Communication Manager, Union National Bank, Abu Dhabi, United Arab of Emirates

Sept 08 – May 10

Director General, Avant Garde Communications, Abu Dhabi, United Arab of Emirates

March 08 – July 08

Regional Manager and Head of Marketing & Communications, Gulf Finance Corporation, Abu Dhabi Branch, United Arab of Emirates;

Nov 05 – March 08

Senior Officer, Marketing & Media, Union National Bank Corporate Communication Division, Product Development, Head Office Abu Dhabi, United Arab of Emirates;

Oct 02 – Nov 05

Account Manager, Advertising & Marketing Consultants (AMC), Abu Dhabi, United Arab of Emirates;

Courses Provided

Career Development Courses

1. Business Writing That Works
2. Business Etiquette: Gaining That Extra Edge
3. Communication Strategies
4. Conflict Resolution: Dealing with Difficult People
5. Critical Thinking
6. Customer Service: Critical Elements of Customer Service
7. Emotional Intelligence
8. Public Speaking: Speaking Under Pressure
9. Skills for the Administrative Assistant
10. The Minute Taker's Workshop
11. Time Management: Get Organized for Peak Performance
12. Writing Reports and Proposals
13. Negotiation Skills - A One Day Primer

HR Courses

14. Business Succession Planning: Developing and Maintaining a Succession Plan
15. Change Management: Change and How to Deal With It
16. Conducting Effective Performance Reviews
17. Customer Service Training: Managing Customer Service
18. Generation Gap: Closing the Generation Gap in the Workplace
19. Performance Management: Managing Employee Performance
20. Problem Solving and Decision Making
21. Stress Management
22. Talent Management
23. Teamwork: Building Better Teams

Sales and Marketing

24. Branding: Creating and Managing Your Corporate Brand
25. Building Relationships for Success in Sales Course Outline
26. Call Center Training: Sales and Customer Service Training for Call Center Agents
27. Customer Relationship Management
28. Dynamite Sales Presentations
29. Overcoming Objections to Nail the Sale
30. Selling Smarter
31. Telemarketing: Using the Telephone as a Sales Tool

Supervisors and Managers Courses

1. Advanced Project Management
2. Business Leadership: Becoming Management Material
3. Coaching: A Leadership Skill
4. Effective Planning & Scheduling
5. Intermediate Project Management

6. Leadership Skills for Supervisors
7. Meeting Management: The Art of Making Meetings Work
8. Motivation Training: Motivating Your Workforce
9. Negotiating for Results
10. Project Management Fundamentals
11. Project Management Training: Understanding Project Management
12. Risk Management
13. Team Building: Developing High Performance Teams
14. The ABCs of Supervising Others
15. The Professional Supervisor

PROFESSIONAL CERTIFICATIONS ACQUIRED

Certificate of Participation “**Orientation Program**” by Union National Bank

Decision Making & Problem Solving: Problem Solving Fundamentals

Leadership: Leading Through Change

Managerial Leadership: Motivating Employees

Strategic Decision Making: Making the Right Decision

Strategic Management: Analyzing Strategic Options

Strategic Management: Establishing Strategic Focus

Quality Management: The Quality Management Process

Advanced Project Leadership: Bringing Home the Value

Project Leadership: Communicating Within a Project Team

Project Management: The Fundamentals

PROFESSIONAL CERTIFICATIONS ACQUIRED

Special Training Certificate “**Up selling Techniques**” presented by “**Matter**”

Certificate of Achievement in “**Team Building**” presented by “**Matter**”

Officiating Certificate presented by the **International Tennis Federation (ITF)**

Certificate of Leadership from the **Lebanese Scouts Association** (Brevet D’Assistant / Aigrette)

QUALITY MANAGEMENT CERTIFIED

Feb 14

ISO 9001 – 2008 Certified Lead Auditor

INTERNATIONAL AFFILIATIONS

June 2015 Joint Venture with Canada Global Center

INTERNATIONAL RECOGNITION

June 2015 Professional Certified Trainer – Practitioner by Canada Global Center

Aug 02 Life time member of the International Advertising Association (IAA)

LANGUAGES

Arabic (Mother Tongue)

English

French

(All trainings can be provided in both English and Arabic)

TV INTERVIEWS AS A GUEST SPEAKER

2014

Decision Makers TV – الذكاء العاطفي

Decision Makers TV – مدير المبيعات

Decision Makers TV – التفكير العقلاني المؤسسي

Decision Makers TV – تحقيق احلام التسويق

Rotana Khalijjah – الاكثر التزاما في دفع الفواتير

Rotana Khalijjah – النواحي السيكولوجية قبل الزواج

2015

Rotana Khalijjah – وضع اهدافك للعام الجديد

AWARDS

April 2015 Certificate of Appreciation from Al Qassimi Hospital – Shajah (UAE) for his efforts in contribution to the success of the Presentation Skills Course

Nov 2014 Certificate of Appreciation from Greenlight Training Center for his efforts in contribution to the success of the Team Building Course

June 2014	Certificate of Appreciation from QUATTRO Training Centre for his efforts in contribution to the success of the Event Management Course for the Ministry of Labor Dubai (UAE)
June 2014	Certificate of Appreciation from the Ministry of Education and Youth (UAE) for his efforts in contribution to the success of the Leadership Skills Course
June 2014	Certificate of Appreciation from QUATTRO Training Centre for his efforts in contribution to the success of the Event Management Course for the Ministry of Labor Dubai (UAE)
March 2014	Certificate of Appreciation from Sharjah Police HQ for his efforts in contribution to the success of the Personal Development Program
January 2014	Certificate of Appreciation from TRAINING HOUSE for his efforts in contribution to the success of the Managerial Skills Course for the Ministry of Finance Kuwait.
June 2013	Certificate of Appreciation from MENASmart for his efforts in contribution to the success of the Enhanced Productivity Skills Course for DEWA.
May 2013	Certificate of Appreciation from QUATTRO Training Centre for his efforts in contribution to the success of the Public Relations, Mass Communication and Media Course for the GASCO.
September 2012	Certificate of Appreciation from the Ministry of Education and Youth (UAE) for his efforts in contribution to the success of the Communications Skills Course
September 2012	Certificate of Appreciation from QUATTRO Training Centre for his efforts in contribution to the success of the Communications Skills Course for the Ministry of Education and Youth (UAE)
March 2012	Certificate of Appreciation from QUATTRO Training Centre for his efforts in contribution to the success of the Negotiation Skills for ADNOC
February 2011	Certificate of Appreciation from the Canadian University in Dubai for his participation in the business open day
March 2008	Best Branch Sales Award from Gulf Finance Company