

QUINLAN
&ASSOCIATES



CORPORATE TRAINING

Learning & Development Offering

ABOUT US
STRATEGY WITH A DIFFERENCE



Quinlan & Associates is a globally-recognised name in the financial services strategy consulting industry.

However, unlike other pure-play strategy firms, we believe even the best corporate strategies only have value if they can be effectively implemented.

We offer end-to-end consulting services to address our clients' biggest strategic and operational challenges; from brainstorming the overall direction of their company to monetising a specific tactical plan.

As part of this, we believe it is critical for our clients to equip their employees with the necessary skills and capabilities to support the execution of their broader strategic objectives.

OUR SERVICES
CORPORATE TRAINING



Corporate training represents a key pillar of our end-to-end strategy consulting offering

The successful execution of any strategy can only be made possible by having a workforce equipped with the right knowledge and skillsets, working together towards a common vision.

As part of our end-to-end strategy consulting services, we provide world-class corporate training programmes focused on developing employees' soft and technical skills, as well as enhancing their industry knowledge, through impactful delivery and practical case discussions.

At Quinlan & Associates, we believe mobilising our clients' employees through tailored learning and development solutions is a critical part of translating strategic objectives into tangible outcomes.

CORPORATE TRAINING OUR WORKSHOPS

	THEME	OBJECTIVES	EXAMPLE WORKSHOPS
	Leadership & Management	Maximise performance through effective team building, while mitigating internal staff conflicts	<ul style="list-style-type: none"> Identifying and Leveraging your Leadership Style Building a Winning Team Managing Conflict in the Workplace Talent and Performance Management
	Creativity & Innovation	Develop unique ways to harness staff creativity, serve customers, and drive firm performance	<ul style="list-style-type: none"> Unleashing your Inner Creativity Fostering Firm-Wide Innovation Capturing Imagination: Storytelling for Business Practical Problem Solving with a Design Sprint
	Workplace Productivity	Redefine workplace processes and communications to uncover new outcomes	<ul style="list-style-type: none"> Holding Effective Meetings Streamlining Workplace Communications Workflow Prioritisation and Time Management Project Management and Delegation
	Communication & Engagement	Ideate, implement, and effectively communicate compelling narratives and a tailored personal brand	<ul style="list-style-type: none"> Perfecting the Art of Public Speaking Developing your Personal Brand Business Writing with Impact Leveraging Humour in the Workplace
	Sales & Marketing	Supercharge your sales efforts and top-line revenue through utilising proven sales strategies	<ul style="list-style-type: none"> Mastering the End-to-End Sales Process Networking for Success Delivering a Memorable Pitch Negotiating for a Better Deal
	Cultural Change	Translate theories of a collaborative work environment into tangible transformation efforts	<ul style="list-style-type: none"> Creating a Collaborative Working Environment Nurturing Employee Mobility Putting Diversity & Inclusion (D&I) to Work Creating a Climate to Support Change
	Strategic Thinking	Lead the pack by cultivating staff critical thinking abilities and prioritising efforts	<ul style="list-style-type: none"> Understanding Strategic Toolkits Creating a Winning Presentation Building a Strategic Business Case Staying Ahead of the Competition
	Industry Insights	Anticipate the most pressing trends in financial services and how they relate to your business	<ul style="list-style-type: none"> Perspectives on Sino-Foreign Securities JVs The Outlook for Research under MiFID II The Future of Asian Banking Managing Conduct Risk in Banking
	FinTech Perspectives	Stay ahead of the digital transformation game by learning about the latest FinTech developments	<ul style="list-style-type: none"> Driving your Digital Transformation Journey Big Data, A.I., and Machine Learning The Future of Blockchain and Cryptocurrencies Cloud Computing Applications in Global Banking

 Soft Skills Training  Industry & Technical Training

We customise our training workshops based on our clients' specific training needs and circumstances

OUR WORKSHOPS FORMAT

	 INTENSIVE WORKSHOPS	 MIXED INTENSIVE SESSION	 INTERACTIVE CONFERENCE	 FOLLOW-UP LEARNING
DELIVERY	High impact interactive workshops aimed at developing practical skills	Combination of half-day intensive workshops, and small group sessions	Targets a wide range of audience with industry insights at a larger scale	One-on-one coaching programs to consolidate learning of high performers
SIZE	5-30 ppl 	1-30 ppl 	Up to 500 ppl 	1 person 
DURATION	Half day to multiple days over several weeks	One day divided into intensive and group workshops	Large-scale workshop that lasts for up to two hours	Coaching programs lasting from 4 weeks to 6 months

WORKSHOP DELIVERABLES SAMPLE OUTPUT

NEGOTIATION STYLES
Skilled negotiators use a variety of negotiation styles, each with their own implications and influences on the negotiation process

1  Competitive A competitive style focuses on the pursuit of own demands, typically at the expense of the counterparty	2  Collaborative A collaborative style encourages active seeking and identification of mutually beneficial solutions
3  Covert A covert style seeks to avoid all direct conflicts, but stays true to one's own agenda and demands	4  Accommodative An accommodative style aims to please the counterparty, sometimes resulting in self-sacrifice

SOFT SKILLS TRAINING

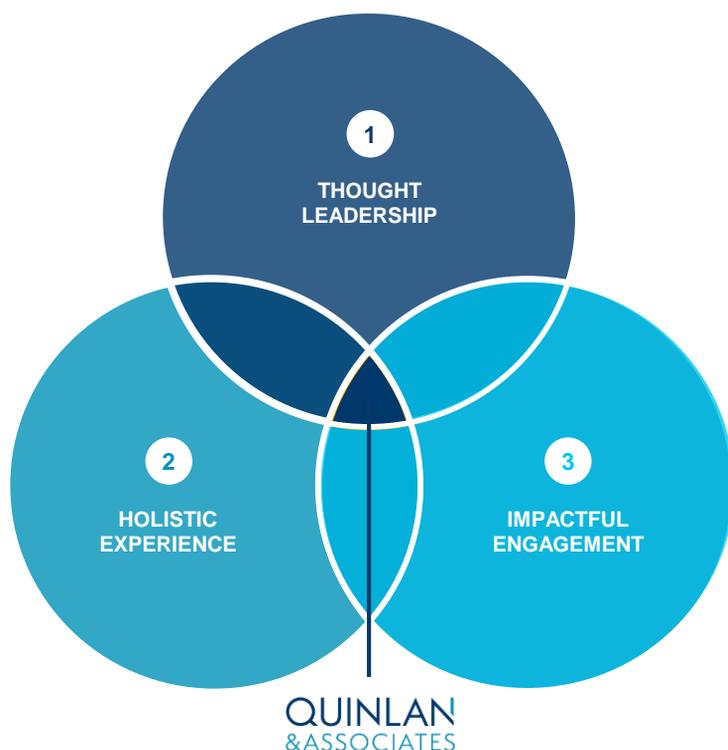
WHAT IS ALTERNATIVE DATA?
Alternative data is generated by individuals, corporates, and governments, as connectivity increases throughout the ecosystem

	1 INDIVIDUALS	2 CORPORATES	3 GOVERNMENTS
GENERATION	Daily life	Business operations	Government operations
FORMAT	No standardised format	Standardised within entity	Standardised format
OWNERSHIP	Available to the public	Owned by business	Available to the public
	Need capabilities to collect and process data efficiently	Need to negotiate exclusive deals for edge over peers	Difficult to gain edge over peers as little costs or capabilities required

INDUSTRY & TECHNICAL TRAINING

We tailor our training materials to the specific learning objectives of workshop attendees, which can be referenced for ongoing development

OUR DIFFERENCE
TRAINING APPROACH



We distinguish our corporate training services along 3 key dimensions

1

THOUGHT LEADERSHIP

- Content draws on unrivalled insights from our consulting and thought leadership work with our financial services clients
- Workshops place a strong emphasis on case studies to provide real-world applications
- Many of our workshops are interlinked and self-reinforcing

Unique content tailored to current needs of the industry, with clear guidance on how to apply knowledge to drive results

2

HOLISTIC EXPERIENCE

- All trainers possess a mix of training and industry experience, having worked at major financial services and strategy consulting firms in a wide variety of roles
- Workshop content and exercises are tailored to our audience's specific roles, needs, and / or circumstances to address real-life, corporate scenarios

Deep understanding of aims and expectations of workshops, with a strong ability to relate content to all areas of business

3

IMPACTFUL ENGAGEMENT

- Workshops focus on interactive exercises and group discussions rather than theoretical lectures
- Emphasis is placed on developing tangible skills and delivering actionable insights
- Trainers include award-winning comedians, TEDx / keynote speakers, and leading emcees

Engaging delivery, focused on creating an interactive and professional environment, driving participation and learning

WORKSHOPS
TRAINING & INSIGHT SESSIONS



CONFERENCES
KEYNOTES PRESENTATIONS



We have a strong reputation among major corporates and leading conference providers for delivering unique employee training and keynote experiences

CLIENT FEEDBACK
TESTIMONIALS

"I greatly appreciate Q&A's end-to-end consulting services. Their follow-up workshops ensured their solution could be put to day-to-day use by our front-line staff. Q&A is not the standard package you get from a traditional consulting firm; they really deliver strategy with a difference."

Joanne Hon
Former Head of Asia Pacific, Dealogic

"Ben filled our auditorium with laughter with his humorous take on diversity, harnessing creativity, and how to promote and leverage diversity in one's career and everyday life. Following the session, our employees in Hong Kong enjoyed a skills based workshop on applying humor to help ease tension in every day work situations."

Women's Business Alliance
Morgan Stanley

"Q&A ran an excellent workshop on the uses and applications of Big Data and A.I. in financial services for the FTAHK. The session was engaging and the materials were extremely valuable in highlighting key issues within the businesses of attendees."

Musheer Ahmed
General Manager, FinTech Association of HK

"Q&A's seminars were oversubscribed and very well attended by regional business heads and C-suite executives. Client feedback was extremely positive; they felt Q&A spoke about the challenges they faced in a far more concise and fact-based manner than any other consultancy they had engaged with."

John Mullally
Regional Director (HK/China Fin Services), Robert Walters

"Q&A took the time to understand our audience and objectives, developing a bespoke session that set the tone for our entire programme. We were impressed with their ability to deliver deep industry knowledge on the forces driving disruption, innovation, and transformation through personal experience and case studies. Q&A's insights on the future of financial services left a lasting impression on our most senior leaders in Asia Pacific."

Angela Clowry
APAC Brand, Marketing & Communications Leader, EY

OUR PROFILE
MEDIA & INSIGHTS

250+
UNIQUE CITATIONS



We are one of the most widely cited financial services consulting firms in the world in leading media outlets

LEAD TRAINERS
BIOGRAPHIES



Ben Quinlan

Ben is a regular TEDx speaker, emcee, keynote presenter, and standup comedian. He also frequently runs workshops and employee training sessions for leading multinational organisations, with a focus on strategy, leadership, communication, and culture.



Chunshek Chan

Chunshek has more than a decade of regional and global team management experience at several multinationals. He has worked with both corporate and individual clients on leadership development, people management, team dynamics, and career coaching.



Louisa Robb

Louisa has extensive experience as a professional coach and leadership consultant. In recent years she has worked with a number of major international organisations, including investment banks, insurance companies, and consumer products firms.



Jack Tsao

Jack's background is in sales, business management, leadership, and organisational learning in the financial services and luxury fashion industries. His specialties include executive coaching, leadership training, employee engagement, and mindset transformation.

10,000+
UNIQUE REPORT DOWNLOADS



Bloomberg ...access on terminals via {NH QNA}

We are widely recognised as a global thought leader within the financial services industry

ABOUT US

Quinlan & Associates is a leading independent strategy consulting firm specialising in the financial services industry.

We are the first firm to offer end-to-end strategy consulting services. From strategy formulation to execution, to ongoing reporting, communications, and employee training, we translate cutting-edge advice into commercially executable solutions.

With our team of top-tier financial services and strategy consulting professionals and our global network of alliance partners, we give you the most up-to-date industry insights from around the world, putting you an essential step ahead of your competitors.

Quinlan & Associates. Strategy with a Difference.