

QUINLAN  
& ASSOCIATES



# CORPORATE TRAINING

Employee Learning & Development Services

## OUR SERVICES CORPORATE TRAINING



The successful execution of any corporate 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 WORKSHOP FORMATS

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

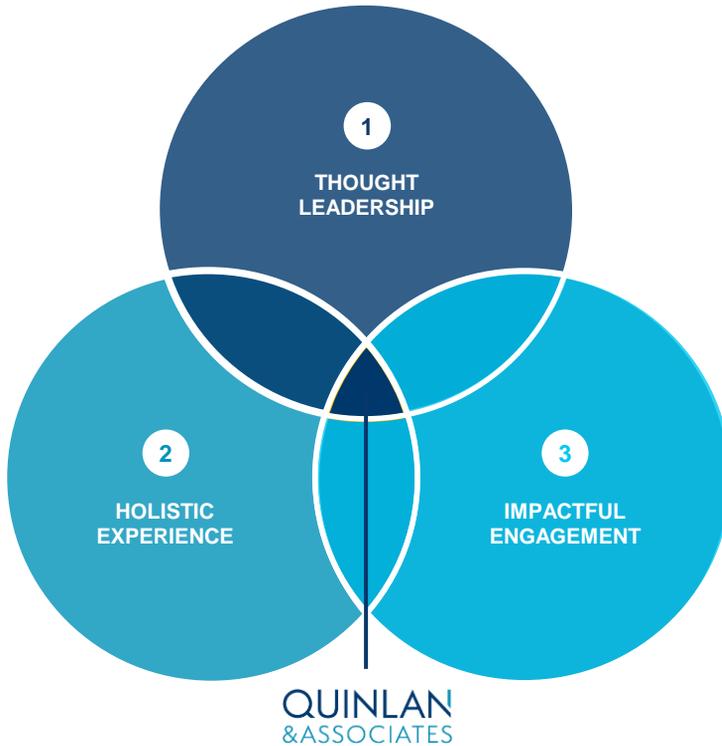
**WORKSHOPS**  
FOCUS TOPICS

| THEME   | EXAMPLE WORKSHOPS  |
|---|--|
|  <p><b>Leadership &amp; Management</b></p>    | <ul style="list-style-type: none"> <li>• Identifying and Leveraging your Leadership Style</li> <li>• Building a Winning Team</li> <li>• Managing Conflict in the Workplace</li> <li>• Talent and Performance Management</li> </ul>                                 |
|  <p><b>Creativity &amp; Innovation</b></p>    | <ul style="list-style-type: none"> <li>• Unleashing your Inner Creativity</li> <li>• Fostering Firm-Wide Innovation</li> <li>• Capturing Imagination: Storytelling for Business</li> <li>• Practical Problem Solving with a Design Sprint</li> </ul>               |
|  <p><b>Workplace Productivity</b></p>         | <ul style="list-style-type: none"> <li>• Holding Effective Meetings</li> <li>• Streamlining Workplace Communications</li> <li>• Workflow Prioritisation and Time Management</li> <li>• Project Management and Delegation</li> </ul>                                |
|  <p><b>Communication &amp; Engagement</b></p> | <ul style="list-style-type: none"> <li>• Perfecting the Art of Public Speaking</li> <li>• Developing your Personal Brand</li> <li>• Business Writing with Impact</li> <li>• Leveraging Humour in the Workplace</li> </ul>  |
|  <p><b>Sales &amp; Marketing</b></p>        | <ul style="list-style-type: none"> <li>• Mastering the End-to-End Sales Process</li> <li>• Networking for Success</li> <li>• Delivering a Memorable Pitch</li> <li>• Negotiating for a Better Deal</li> </ul>  |
|  <p><b>Cultural Change</b></p>              | <ul style="list-style-type: none"> <li>• Creating a Collaborative Working Environment</li> <li>• Nurturing Employee Mobility</li> <li>• Putting Diversity &amp; Inclusion (D&amp;I) to Work</li> <li>• Creating a Climate to Support Change</li> </ul>             |
|  <p><b>Strategic Thinking</b></p>           | <ul style="list-style-type: none"> <li>• Understanding Strategic Toolkits</li> <li>• Creating a Winning Presentation</li> <li>• Building a Strategic Business Case</li> <li>• Staying Ahead of the Competition</li> </ul>  |
|  <p><b>Industry Insights</b></p>            | <ul style="list-style-type: none"> <li>• Perspectives on Sino-Foreign Securities JVs</li> <li>• The Outlook for Research under MiFID II</li> <li>• The Future of Asian Banking</li> <li>• Creating a Bullet-Proof HR Strategy</li> </ul>                           |
|  <p><b>FinTech Perspectives</b></p>         | <ul style="list-style-type: none"> <li>• Driving your Digital Transformation Journey</li> <li>• Big Data, A.I., and Machine Learning</li> <li>• The Future of Blockchain and Cryptocurrencies</li> <li>• Cloud Computing Applications in Global Banking</li> </ul> |

 Soft Skills Training     Industry & Technical Training

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

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 engaging environment, driving participation and learning*

## WORKSHOPS & CONFERENCES SELECT EXAMPLES



## TESTIMONIALS SELECT EXAMPLES

*"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 staff. Q&A really deliver strategy with a difference."*

**Joanne Hon**  
Former Head of Asia Pacific, Dealogic

*"Q&A 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. Our employees really enjoyed a skills-based workshop on applying humor to help ease tension in everyday work situations."*

**Women's Business Alliance**  
Morgan Stanley

*"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

## TEAM PARTNER BIOGRAPHIES



As featured in...



...and more

**Benjamin Quinlan**  
CEO & Managing Partner

Benjamin is a regular TEDx speaker, emcee, keynote presenter, corporate trainer, and award-winning standup comedian. He is one of the most widely cited executives in the global financial services industry and is also the Chairman of the FinTech Association of Hong Kong.



As featured in...



...and more

**Michael Campion**  
Partner & Head of Training

Michael is a well-known speaker, emcee, and trainer, and has shared the stage with numerous CEOs and celebrities on behalf of blue-chip corporates, schools, and non-profits. He is passionate about unlocking human potential through intelligent training programmes.

## 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.