



# Romanian-French MBA Program

le cnam  
école management & société



## Expand your Horizons The Coach's Playbook

**Thursday, November 24, 2016, 17:00, Conference room: 4108**  
**Address: 2-2A Calea Griviței, ASE Bucharest**

**Guest speaker**  
**Vlad DUȚESCU**



**When:** Thursday, **November 24, 2016**, 17:00-20:00

- ✓ 17:00-18:00: Business talks / Networking
- ✓ 18.00-20:00: Guest speaker – Vlad Duțescu

**Who:** Vlad Duțescu, Sandler Training Romania

E-mail: [vlad@sandler.com](mailto:vlad@sandler.com), [www.sandler-ro.com](http://www.sandler-ro.com)

Mobile: +40.722.355.341

**What:** Coaching playbook training & book

### Who should participate:

- Managers, HRs, Internal trainers or coaches, Owners
- This is NOT for consultants, external coaches or trainers



### One should participate:

- To learn about our recent book, *The Sales Coach's Playbook* (10% off the price for INDE Alumni and students based on preorder at [info-romania@sandler.com](mailto:info-romania@sandler.com)) <https://shop.sandler.com/books/sales-coachs-playbook>
- To watch free of charge the record of the virtual workshop on coaching (more about it ask at [vlad@sandler.com](mailto:vlad@sandler.com) or at [https://www.linkedin.com/pulse/coaching-playbook-training-vlad-dutescu?trk=pulse\\_spock-articles](https://www.linkedin.com/pulse/coaching-playbook-training-vlad-dutescu?trk=pulse_spock-articles))
- To get up to 10 things (or even more) that can be implemented immediately in order to increase the performance **for both sales and non-sales people**
- To exchange experience, best practices and different approaches **for both sales and non-sales people**

### About the Trainers

Bill Bartlett is the founder and president of Corporate Strategies & Solutions Inc., a Sandler training center, and author of the best-selling book, *The Sales Coach's Playbook*. He is a critically-acclaimed coach and facilitator who excels at identifying core challenges and implementing growth strategies that are transformative in their depth. Bill has a client list spanning from small companies to the Fortune 500. As an accomplished executive coach, Bill also works with CEOs, professional athletes, and actors in Hollywood. With over 40 years of experience, Bill helps clients increase productivity and profit by developing high performance behaviors, winning attitudes and superior sales and management techniques.

Vlad Dutescu is the founder of Sandler Training Romania and has more than 15 years' experience in training, assessment and coaching, most of them as Sandler certified consultant. With medical and pharmaceutical background, Vlad is used to work with a broad range of companies which are among market leaders in their field and are in the fight to keep or win top position and extend the commercial gain.