

## Von Rohr & Associates – New workshops 2018



Von Rohr & Associates  
Career Life-Cycle Management®



### Registration

[info@vonrohr.net](mailto:info@vonrohr.net) or at reception

Geneva offices: 022 901 33 40

Lausanne offices: 021 321 12 50

*Do not hesitate to ask your consultant to validate the relevance and timing of the workshops.*

Von Rohr & Associates  
Career Life-Cycle Management®

## From Corporate Employee to Entrepreneur, Consultant or Independent



### On invitation

Date	<b>Tuesday September 25<sup>th</sup>, 2018</b>
Time	<b>9 a.m. - 1 p.m.</b>
Language	English or French according to audience
Pre-requisite	<b>Launching an entrepreneurial project</b>
Place	Von Rohr & Associates, Geneva
Nb. of participants	<b>Limited</b>

Transitioning from a corporate employee to an independent, consultant or an entrepreneur can feel like a jump into the unknown. Receiving advice alongside best practices, peer support and mutual engagement from those that have been through the exact same odyssey lightens the journey and highly increases the chances of a rewarding transition.

Faced with professional transitions, an increasing number of corporate employees are considering moving into more autonomous positions either as independent consultants or entrepreneurs. These considerations are happening both by lifestyle choice or by necessity as the overall number of open positions at corporates is flat or decreasing worldwide. Being accompanied boosts your chances of successful lateral moves as the skill sets for becoming a prospering entrepreneur or self-reliant revenue generator are very different and at times opposite from those required for thriving in a corporate career.

### Facilitator: André Delafontaine

<https://www.linkedin.com/in/andredelafontaine>



After a successful career of 17 years in multinationals in Switzerland, US & Asia, André became a serial entrepreneur and early stage investor. Having launched 3 businesses and made 20 startup investments with excellent financial and societal returns, André founded his own consultancy in September 2015. With mandates quickly going beyond his own capacity to execute at his accustomed level of perfectionism, André founded *excelerate.partners*, a network of independent consultants sharing verticalized knowhow alongside explicit common values to execute top-notch mandates. André's credentials include managing 3 early stage investor groups across Western Switzerland.

## Win-win salary positioning

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### Open to all

Date	<b>Thursday October 11<sup>th</sup>, 2018</b>
Time	<b>2 – 4 p.m.</b>
Language	French or English according to audience
Place	Von Rohr & Associates, Geneva
Nb. of participants	<b>Limited</b>

How to leverage and maximize your potential when negotiating a new compensation package.

The session covers the important points requiring the necessary preparation to have an effective salary discussion with a future employer. Considering the highly competitive environment, we will address how to demonstrate, using tangible examples, your value and your competitive advantage. Focus will be made on defining the necessary information to collect that will support your case, identifying the alternatives that will provide you flexibility, defining your fall-back position and your readiness to walk away. As a participant a homework preparation will be required. You will practice a face to face discussion and collect feedback within a role play context that will take place in the second part of the session. The material will be provided ahead the workshop.

### Facilitator: Hugues Salle


<https://ch.linkedin.com/in/huguessalle>



Hugues Salle is a solution-focused HR professional leveraging experience in different industries; delivering innovative solutions addressing people performance, culture and development, talent sourcing, lean manufacturing, business integration, organization design and change management projects. Hugues began his career in the hotel industry, before moving to JTI in the 90's. He then joined SITA's corporate HR then Alcoa in 2001, where he held different regional and global HR Leadership positions. On top of his professional activities, in 2014 he co-launched Five Sports Management, a new Swiss brand organizing sports events and specialized in athlete coaching. Since 2017, Hugues leads the people strategy at CHA Technologies, a global textile manufacturer.

## Explore – Transform – Evolve

### When health becomes an asset to facilitate in your career transition...

	<b>Open to all</b>	
	Date	<b>Monday October 29th, 2018</b>
	Time	<b>9 to 12 a.m.</b>
	Language	French
	Place	Von Rohr & Associates, Geneva
	Nb. of participants	<b>Limited</b>

How to better manage your health? A strong impact on a successful career transition.

This interactive workshop is for participants motivated to improve their health management, to help them succeed in their career transition.

At the end of this workshop, you will benefit from a high level of information and overall preparation, and develop a program specific to each of you.

#### **Content**

The main topics of health will be discussed: physical activity and regeneration (sleep, relaxation), diet and stress. A self-evaluation report and an action plan will be elaborated by each participant.

**Facilitator:** **Fermin Gutierrez**

<https://www.linkedin.com/in/fermin-gutierrez-3075a92>



Fermin began his IT career in multinational and multicultural environments as a consultant, project manager and team manager. After taking up a personal challenge by participating in the Ironman Triathlon world championship in Hawaii, he decided to change direction and embarked on a new professional career path after having successfully completed studies in anatomy, physiology, nutrition and physical preparation.

His career in technology, high-level sports and health has naturally led Fermin to create COACH2WIN and more recently to take over the company FITSONIC.

## Body language code – Beyond words, body language is meaningful



### Open to all

Date	<b>Thursday November 1<sup>st</sup>, 2018</b>
Time	<b>9 a.m. to 1 p.m.</b>
Language	French
Place	Von Rohr & Associates, Geneva
Nb. of participants	<b>Limited</b>

Communication consists not only of words but also gestures, posture and facial expressions. 93% of communication is non-verbal (55% body language, 38% vocal pitch/tonality) and only 7% are words. Understand our own body language code, interpret that of your interlocutor and perform in interviews.

### Content

- Recognize and manage emotions
- Recognize and interpret one's own gestures and those of others. Assess the impact potential of body language in context

### Objectives

- Understand and interpret body language
- Use your own body language
- Recognize and manage emotions

### Tools

- Micro-expressions (basics)
- Triune and its impact
- BLC (Body Language Code)

### Approach

- Theoretical foundations and role play

### Facilitator: Caroline Matteucci

<https://www.linkedin.com/in/carolinematteucci>



Caroline Matteucci is the first female Profiler in Switzerland to be trained using the Pioneer Method of Multiple Intelligence (Paul Ekman Group, Centre of Body Language). Her expertise is the method of analysis used in the United States in forensic science: facial expression, body language, analysis and recognition of behavioural patterns.

She developed this indispensable tool for the business world to better control and/or analyze daily situations in companies: strategic recruitment, conflict management, and difficult, sensitive negotiations.

Holder of an eMBA and a Master in coaching, Caroline began an unconventional career with the Swiss security police, which continued with 15 years of experience in coaching business.

## Realize your life projects serenely: the right questions to ask...

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Piguet Galland &  
VOUS.



### Open to all

Date	<b>Wednesday November 7<sup>th</sup>, 2018</b>
Time	<b>10 to 12 a.m.</b>
Language	French or English depending on audience
Place	Von Rohr & Associates, Geneva
Nb. of participants	<b>Limited</b>

Achieve your life projects serenely: the good questions to ask yourself.

Private or professional life projects raise many issues upstream, whether it's an independent business, buying or selling real estate, moving, retiring, getting married, or separating. The answers will permit to serenely deal with the resulting changes from a fiscal and estate perspective. Piguet Galland delivers their expertise and shares their experience to support your reflection on these major themes. An exclusive encounter at Von Rohr & Associates.

**Facilitator:** Marco Salmina's Patrimonial Counselling Team

<https://ch.linkedin.com/in/marco-salmina-19892aa2>



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