

## MAJOR CATEGORY OF COMPETENCIES & T7SR IMPACTS

Note: Please check for specific Staff Level (Position) / Job Scope / KPI / Competency related sub-module

*Trainer will choose best competency base major group of participant and requirement personal development after training / base in-house HR / Training Manager Request in program flow.*

COMPETENCY GROUP	COMPETENCIES TYPE	BRAIN FREQUENCY (Major state/level)	T7SR TECHNIQUES	DAY
<b>Mentoring &amp; Coaching Core Competencies</b>	1. Presenting a Professional Image in each session	Beta Conscious	Active Brain	2 Days & >
	2. Creating a safe environment for the CM Relationship	Alpha Conscious	Alpha Thinking	
	3. Questioning Skills	Theta Conscious	Single Rhythm	
	4. Effective Communication	Beta Conscious & Alpha Conscious	Single Rhythm and Alpha Thinking	
	6. Listening Skills	Beta & Alpha Conscious	Focus & Concentration	
	7. Facilitating Growth	Delta Conscious	Mind Resetting	
	8. Planning and Accountability	Alpha & Theta Conscious	Naturally Creative Thinking	
<b>Self Initiative</b>	Intention	Combination of all level conscious. Delta for best creation new idea	All T7SR techniques	2 Days & >
	Visualization	Alpha Conscious	Alpha Thinking	
	Focus	Beta	Focus & Concentration	
<b>Courage to share Ideas</b>	Start conversations	Theta Conscious and Delta	Mind Resetting and Alpha Thinking	2 Days & >
	Banish this; replace with that			
	Collaborate on the possibilities			
	Make way for courage			
	Recognize the effort			
<b>Composure &amp; Stress</b>	Composure	Beta & Alpha Conscious	Brain Activeness and Alpha Thinking	2 Days & >
	Stress			

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<b>Conflict Management</b>	Accommodating	All level of conscious	All T7SR techniques	2 Days & >
	Avoiding			
	Collaborating			
	Competing			
	Compromising			
	Unconscious Incompetence			
	Conscious Incompetence			
	Conscious Competence			
	Unconscious Competence			
<b>Motivating others</b>	1. Listen	Alpha Conscious	Alpha Thinking	2 Days & >
	2. Ask open-ended questions			
	3. Encourage			
	4. Ask about what the first step will be			
	5. Dream			
	6. Ask how you can help			
	7. Follow up			
<b>Embrace Humility</b>	Embrace Humility various perspective	Theta and Delta Conscious	Single Rhythm and Alpha Thinking	2 Days & >
	Tao Te Ching			
	Judaism			
	Christianity			
	Catholicism			
	Islam			
	Buddhism			
	Hinduism			
	Sikhism			
	Taoism			
	Humility and leadership			
<b>Communication</b>	Listening	All level of conscious	Active Brain and Memory Power	2 Days & >
	Reading Comprehension			
	Speaking			
	Writing			

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	Learning New Languages			
<b>Cognition</b>	Analysis/Reasoning	All level of conscious	All T7SR techniques	2 Days & >
	Creative & Innovative Thinking			
	Decision Making & Judgment			
	Mathematical Reasoning			
	Problem Solving			
	Researching Information			
<b>Personal Effectiveness</b>	Accountability & Dependability	All level of conscious	All T7SR techniques	2 Days & >
	Adaptability & Flexibility			
	Attention to Detail			
	Customer Focus			
	Development & Continual Learning			
	Ethics & Integrity			
	Results Focus & Initiative			
	Safety Focus			
	Self Management			
	Stress Tolerance			
	Tact			
<b>Interaction with Others</b>	Influencing Others	Alpha Conscious	Alpha Thinking	2 Days & >
	Relationship Building			
	Teamwork			
	Valuing Diversity			
<b>Occupational</b>	Advocating Causes	Beta Conscious	Active Brain and Memory Power	2 Days & >
	Enforcing Laws, Rules, & Regulations			
	Facilitating Groups			
	Gaining Voluntary Compliance			
	Interviewing Others			

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<b>Management Qualities</b>	Managing Projects or Programs			
	Mediating Disputes			
	Negotiating Agreements			
	Operating Equipment			
	Providing Consultation			
	Training & Presenting Information			
<b>Management Qualities</b>	Business Alignment			2 Days & >
	Coaching & Mentoring			
	Leadership			
	Fiscal Accountability			
	Organizational & Political Savvy			
	Planning & Organizing			
	Staff Management			
	Strategic Vision			
<b>Core Engineering Competencies</b>	Apply Engineering Knowledge			3 Days & >
	Use engineering tools , equipment or technology			
	Protect the public interest			
	Manage engineering activities			
	Communicate engineering information			
	Work collaboratively			
	Maintain and enhance engineering skills and knowledge			
	Technical Proficiency			
<b>Scientist Core Competencies</b>	Discipline-specific conceptual knowledge	All level of conscious	All T7SR techniques	3 Days & >
	Research skill development			
	Communication skills			

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	Professionalism			
	Leadership and management skills			
	Responsible conduct of research			
<b>Researcher Core Competencies</b>	Scientific competencies	All level of conscious	All T7SR techniques	3 Days & >
	Project and team management skills			
	Personal aptitudes / interpersonal skills			
	Communication in the mother tongue			
	Communication in a foreign language			
	Mathematical literacy and basic competencies in science and technology			
	Digital competence			
	Interpersonal and civiccompetencies			
	Learning to learn			
	Entrepreneurship			
	Cultural expression			
<b>The Will to SALES</b>	Strong Commitment for Sales Success			2 Days & >
	Strong Desire for Sales Success			
	Good Outlook			
	Take Responsibility			
<b>SALES DNA</b>	No Need for Approval			2 Days & >
	Supportive Buy Cycle			
	Comfortable Talking about Money			
	Controls Emotions			

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	Supportive Beliefs			
	Rejection Proof			
<b>Tactical of SALES</b>	Hunting Skills			2 Days & >
	Posturing Skills			
	Consultative Sales Skills			
	Qualifying Skills			
	Presentation Skills			
	Closing Skills			
	Relationship Building Skills			
<b>System and Strategy for SALES</b>	Milestone-Centric Sales Process			2 Days & >
	CRM Savvy			
	Goal Orientated			
	Mastering of Social Selling Tools			
<b>Conversion from Leads to Clients for SALES</b>	Search Leads			2 Days & >
	Create Leads			
	Calls Daily			
	Email Daily			
	Drive Through/Appointment			
	Submitting Quote/Proposal			
	Qualify Sales Pipe line			
	Obtain Purchase Order/LO			
<b>Total Quality Management, TQM</b>	Internal Failure			2 Days & >
	External Failure			
	Product Quality			
	Service Quality			
	Just In Time, JIT			
	Others			
<b>Know Your Self, EQ</b>	Enhance Emotional Literacy			2 Days & >
	Recognize Patterns			

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<b>Choose Yourself, EQ</b>	Apply Consequential Thinking			2 Days & >
	Navigate Emotions			
	Engage Intrinsic Motivation			
	Exercise Optimism			
<b>Give Yourself, EQ</b>	Increase Empathy			2 Days & >
	Pursue Noble Goals			
<b>Occupational Safety &amp; Health, OSH</b>	Relieving Ergonomic problem			2 Days & >
	Nerves systems become strengthen			
	Reduce stress			
	Easing sinus/migraine issues			
	Enhancing immunity system			
	Reduce the hereditary diseases			
	Strengthens the uterus, Menstrual problem are reduced to great extend. Menopause will be solved			
	Bio-magnetism (Life Force Energy) are sufficiently maintained in the body			
<b>Right Brain Power, Activating Innate and Intrinsic Ability</b>	Integrity			3 Days & >
	Decision			
	Self Control			
	Analytical Thinking			
	Concern for Others			
	Cooperation			
	Independence			
	Innovation			

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<b>Major Brain Frequency</b>	Persistence		All T7SR techniques	2 Days & >
	Adaptability			
	Active Brain as at 4:00am after 7am	T7SR #1 Active Brain		
	Reset Mind for New & Higher KPI	T7SR #2 Reset Mind		
	Focus & Concentration	T7SR #3 Focus		
	Natural Creativity	T7SR #4 Creative		
	Memory Power, Increase Recalling Ability	T7SR #5 Memory		
	Stabilize Left & Right Brain	T7SR #6 Single Rhythm		
	Alpha Pattern	T7SR #7 Alpha Thinking		

ONLY APPLICABLE FOR 3D2N ABOVE WORKSHOP LIKE 5DAYS, 5F4N, 6D, 6D5N  
 OPTIONAL WITH ADDITIONAL FEE

COMPETENCY GROUP	COMPETENCIES TYPE	BRAIN FREQUENCY (Major state/level)	T7SR TECHNIQUES	DAY
<b>6th Sense</b>	Aura reading	18 Over type	T7SR 7 major + special additional techniques	3D
	Automatic writing			3D2N,
	Clairvoyance or second sight			5D,
	Divination			5D4N,
	Dowsing			6D5N,
	Energy medicine			7D6N
	Psychic surgery			
	Telepathy			

*Note: Client can provide own competency list and T7SR will provide selected relevant T7SR Techniques from a total of 1700 T7SR techniques invented by ELANGGOVAN THANGGAVILO, ELAN.*